

THE CHAMBER REPORT

SB THE SMALL BUSINESS ISSUE

A salute to the region's
entrepreneurs and
small business leaders

TULSA REGIONAL CHAMBER

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FREE FORUMS YOU SHOULD ATTEND

2.19.14

MONTHLY CAPITOL LUNCHEON

Jim Thorpe Sports Hall of Fame
4040 N. Lincoln Blvd., OKC
11:30 a.m. - 1 p.m.

2.20.14

BUSINESS AFTER HOURS

Tulsa Event Center
2625 S. Memorial Dr.
5-7 p.m.

2.25.14

SMALL BUSINESS FORUM

Tulsa Tech, Lemley Campus
Career Services Center
3420 S. Memorial Dr.
7:30-9 a.m.

3.7.14

LEGISLATIVE BRIEFING BREAKFAST

DoubleTree by Hilton Tulsa, Downtown
616 W. Seventh St.
7:30-9 a.m.

3.11.14

BREAKFAST NETWORK

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

3.25.14

SMALL BUSINESS FORUM

Tulsa Tech, Lemley Campus
Career Services Center
3420 S. Memorial Dr.
7:30-9 a.m.

3.26.14

TULSA REGIONAL DAY AT THE CAPITOL

State Capitol, Second Floor Rotunda
2300 N. Lincoln Blvd., OKC
11:30 a.m. - 4 p.m.

4.6-9.14

TULSA REGIONAL WASHINGTON D.C. FLY-IN

Washington, D.C.

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Edmundson foresees 2014 as year of *transformation*

It will be a transformative year. Wade Edmundson, CEO, Oklahoma, Commerce Bank, made that clear in his inaugural address at the Tulsa Regional Chamber's annual meeting Jan. 15 at the Cox Business Center in downtown Tulsa. Edmundson succeeds Jake Henry Jr., president and CEO of Saint Francis Health System, as the 2014 chair of the Chamber's board of directors.

Edmundson's initiatives for 2014 focus on four critical areas: downtown development, river development, regional branding and regional vision.

"The opportunity exists for me to play a small part in working with others to grow opportunity for all who seek it in the region," he told a crowd of 1,400 plus area business and community leaders, local officials and regional partners. "Our region is strong. We are resilient. We are in a new era of economic development and, with all communities across northeast Oklahoma partnering, we can aggressively continue to recruit companies to provide high-wage jobs and we can deliver the quality of life desired by young talent across the country."

Work on a regional vision was started in 2014 by past Chamber chair Dr. Gerry

Clancy, and it is an area both Edmundson and Henry addressed at the annual meeting.

"If we as a region are to achieve this vision—if we are to truly become a regionally integrated economic enterprise (and one built on collaboration and a focus toward recruitment of talent)—certainly we must embrace and respect the unique attributes of our towns, cities and people. However, while recognizing those differences, we must likewise be compelled as leaders to establish a unifying platform upon which our municipal, commercial and individual ambitions are to be shaped and achieved," Henry said.

Annual awards were also presented during the event, honoring volunteers for their service and commitment to the Chamber's mission.



2013 ANNUAL AWARDS

Resource Campaign Top Producer

Lynda Wingo

Hospitality Club Volunteer of the Year

Marvin Krueger

Resource Campaign Chair

Dave Kollmann

Award of Excellence

Jeffrey T. Dunn
Vice Chair, Government Affairs

Award of Excellence

Shane Fernandez
Chair, Branding and Identity
Taskforce

Chairman's Award

Dr. Gerry Clancy
Chair, Regional Vision Taskforce

Lifetime Achievement Award

Stan Lybarger



Wade Edmundson, 2014 chair, took the reins in January and presented his inaugural speech following outgoing remarks from 2013 chair Jake Henry Jr.

SOCIALLY Speaking...



Tulsa Regional Chamber
Tulsa, OK

Jan. 9 "It might be tempting to move into a shiny new office once revenue starts coming in, but it's better to wait as long as you can," writes Michael Alter, president of SurePayroll, in this (<http://bit.ly/K9rgle>) article. "Don't overcommit to something that's not a priority before you've established yourself."

May we suggest an awesome, downtown space in Tulsa's Young Professionals' business incubator, The Forge?

Jan. 14 What will you do about the skills void that talented, retiring workers will leave? Recruit new talent with Tulsa's Young Professionals.



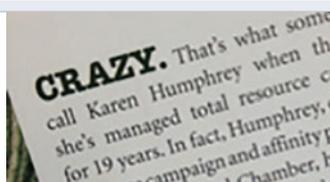
Jan. 15 Wade Edmundson, 2014 Chair, outlined 4 main initiatives at his inauguration today: Downtown development, river development, regional branding and regional vision, with one common thread: transformation. What do you envision for Tulsa?

Jan. 16 FREE MEMBER BENEFIT: Did you know you can add your community news & events to TulsaChamber.com at no cost?

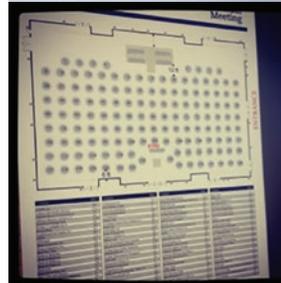
Simply click "Community" on the left side bar navigation, then click "Submit Community News" or "Submit Community Event" & we will add it to our site. It is our job to help you grow, after all.

Jan. 18 Nominate emerging entrepreneurs and Tulsa-area small business leaders for the 2014 Crystal Star Small Business Awards (<http://bit.ly/JFLXfe>)

Jan. 21 {Insanely successful} Our annual Resource Campaign and our fearless leader Karen Humphrey are featured in the winter issue of American Chamber of Commerce Executives' Chamber Executives Magazine! Read the article here: <http://goo.gl/iMglhk>



Instagram



The best of the best from our 2014 Annual Meeting live Twitter feed

TulsaChamber Jan 15, 12:10pm via HootSuite
Just announced: 2014 @TulsaChamber platform is #TransformTulsa. What transformations do you envision for #Tulsa? Use #TransformTulsa 2share.

billykulkin Jan 15, 12:27pm via Twitter for iPhone
Golden globe-esque feeling. #transformtulsa

CoxCenterTulsa Jan 15, 12:28pm via Twitter for Android
Such an honor to host the annual meeting of the BEST chamber in the country! @TulsaChamber#transformtulsa pic.twitter.com/RA64N1qfDg

TulsaChamber Jan 15, 12:38pm via HootSuite
Congrats & thnx to our 4 Award of Excellence & our Chairman's Award, Dr. Gerry Clancy. #transformtulsa#tulsachamber ow.ly/i/4iCN9

TulsaChamber Jan 15, 12:53pm via HootSuite
"To me, 2014 is a year for transformation." - Wade Edmundson, 2014 Chair of the #TulsaChamber#TransformTulsa

MarnieFernandez Jan 15, 12:58pm via Twitter for iPhone
Listening to Wade Edmondson give his inaugural address at @TulsaChamber's annual meeting. Love this guy. Can't wait for 2014. #transformtulsa

BradAndrews Jan 15, 1:07pm via Mobile Web (M5)
RT @TulsaChamber: "The #ArkansasRiver is our number one regional asset." Wade Edmundson, incoming 2014 #TulsaChamber Chair

gtbnyum Jan 15, 1:09pm via Twitter for iPhone
@TulsaChamber we cannot begin to attract people

to Tulsa unless we can effectively communicate our brand - Wade Edmundson #transformtulsa

aremke Jan 15, 1:10pm via Twitter for iPhone
2014 @TulsaChamber priorities: downtown development; river development; regional branding and regional vision. #TransformTulsa

TulsaPAC 1:12pm, Jan 15 from Twitter for iPhone
#TransformTulsa What can each of us do to contribute to this transformation?

RobGardenhire Jan 15, 1:12pm via Twitter for iPhone
Wade 'Water' Edmondson will put water in that river! #TransformTulsa

BostonAvenueUMC Jan 15, 2:15pm via HootSuite
We are beyond excited about the positive steps that Tulsa is making. So many great things are to come in 2014! #transformtulsa @TulsaChamber

MACY'S PARADES *into Tulsa*

The Tulsa Regional Chamber, Gov. Mary Fallin, the City of Owasso, Cherokee Nation, Northeast Oklahoma elected officials and regional partners in economic development revealed the largest Tulsa-region jobs announcement in nearly a decade at a Chamber news conference Dec. 17.

Officials announced national retailer Macy's has chosen Tulsa as home for its newest order fulfillment center. Once construction is completed, the company will hire 1,500 full-time and part-time employees, which will generate an estimated economic impact of \$800 million in the Tulsa region over a 10-year period. The company also plans to annually employ 1,000 temporary seasonal associates during the busy holiday season.

have received from everyone involved, and we look forward to being part of this vibrant community for many years to come," Julian continued.

The announcement was the culmination of months of negotiations and efforts led by the Tulsa Regional Chamber and Oklahoma Department of Commerce, in addition to multiple other local, regional and statewide partners. Fallin touted the Tulsa region as a top location for new businesses, citing its thriving economy and skilled workforce.

"We are extremely excited to welcome Macy's, Inc. to our Oklahoma family," Fallin said. "Tulsa County is a thriving metropolitan community and an excellent choice to locate or expand a business. This announcement is another sign that Oklahoma is a destination-state for those seeking a location with strong economic growth and a skilled, dedicated workforce."

Tulsa Regional Chamber President and CEO Mike Neal agreed, adding that new job creation and capital investment will particularly benefit North Tulsa, Tulsa County and the surrounding area.

"This announcement, which is the largest Tulsa-region job creation project in nearly a decade, is thrilling news for Owasso, North Tulsa and the surrounding area," Neal said. "The company is investing \$170 million in our regional economy by building the

tulsa's future
regional economic development

“ This announcement is another sign that Oklahoma is a destination-state for those seeking a location with strong economic growth and a skilled, dedicated workforce.”

— GOVERNOR MARY FALLIN



Emily Ramsey, GTR Newspapers

Additionally, construction on the new facility will create between 350 and 500 construction jobs, with the company ultimately investing \$170 million in the community.

"This site was selected after an exhaustive eight-month search that began with more than 150 sites in a four-state area," said Frank Julian, vice president of legislative affairs and tax counsel for Macy's, Inc.

"The things that attracted us the most to this site were a location that is central to many of our customers in the south and central states, and the high quality of the workforce in the greater Tulsa area. Macy's very much appreciates the warm welcome we

facility in North Tulsa, and the resulting jobs will have a total economic impact of \$800 million through 2023. This game-changing announcement would not have been possible without strong regional partnerships of the Chamber and its Tulsa's Future partners, particularly the City of Owasso, Tulsa County, the Cherokee Nation, INCOG, Tulsa Technology Center and the State of Oklahoma."

The City of Owasso played a major role in securing the project. Owasso Mayor Doug Bonebrake said Tulsa County, Rogers County and the greater Tulsa area all will benefit from a bolstered economy catalyzed by Macy's commitment to the community.

Nearly 6,000 jobs announced through Tulsa's Future plan in 2013

tulsa's  future
regional economic development

The Tulsa Regional Chamber, through its Tulsa's Future regional economic development plan, announced nearly 6,000 new jobs in northeast Oklahoma during 2013, a number that surpasses 2012's job creation numbers by more than 2,000.

The plan, which includes 140 investors from throughout the Tulsa region, has a goal to create 15,000 primary jobs between 2011 and 2015 with an annual wage of \$50,000 or greater. The program's initial goal of 10,000 jobs was extended in 2013 to 15,000 jobs for the program's five-year term.

"The strong job creation and continued economic growth our region experienced in 2013 placed the Tulsa region in the spotlight as an area where a diverse collection of companies can thrive," said Justin McLaughlin, senior vice president of economic development for the Tulsa Regional Chamber. "Among our peer regions, and on a nationwide scale, northeast Oklahoma is establishing itself as a top-tier location for business attraction and existing business expansion."

Tulsa's Future targets advanced manufacturing, aerospace and aviation, energy, health care, information security, regional headquarters and professional services, and transportation, distribution and logistics as areas of focus.

“Among our peer regions, and on a nationwide scale, northeast Oklahoma is establishing itself as a top-tier location for business attraction and existing business expansion.”

— JUSTIN MCLAUGHLIN, SENIOR VICE PRESIDENT OF ECONOMIC DEVELOPMENT FOR THE TULSA REGIONAL CHAMBER



2013 Highlights

- » **Macy's** announced it will establish a Tulsa-region fulfillment center, bringing 1,500 full-time and part-time employees.
- » **Verizon** located a financial services hub in Tulsa, adding 500 jobs.
- » Job creation through expansion announcements including **Borets Weatherford, River Spirit Casino, SWEP, Driver IQ, Taylor Forge, Vacuworx, Midstates Petroleum, Whirlpool, Emerge Diagnostics, Mid-Con Energy, Magellan, AT&T, Hogan Assessments, Summit ESP, Bright Horizons, Baker Hughes, Kimberly Clark, CRC Evans Pipeline, New Dominion, L-3 Communications, Level 3, Helmerich and Payne and Linde Process Plant.**

Ask the ECONOMIST

Q: What is the **economic impact** of the announced **Macy's** fulfillment center?

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

At a Chamber news conference Dec. 17, Oklahoma Gov. Mary Fallin and regional officials announced national retailer Macy's has selected northeast Oklahoma as home for its newest order fulfillment center.

Macy's plans to hire 1,500 full-time and part-time employees. The company also plans to employ 1,000 temporary seasonal associates during the busy holiday season.

The jobs announcement is the largest in nearly 10 years for the Tulsa region.

Over the next 10 years, the Macy's northeast Oklahoma order-fulfillment center will:

- » generate an estimated economic impact of \$800 million in the value of goods and services produced;
- » support the earning of \$534 million in wages and salaries; and
- » support the collection of \$15.8 million in city and county sales and property taxes.

The size of the new Macy's workforce and facility, and a cost of doing business that is 17 percent below the U.S. average, will set the pace for Tulsa as a target for similar expansions as Tulsa's economy continues its steady growth.

Have a question for the "Ask the Economist" column?
Email bobball@tulsachamber.com with "Ask the Economist" in the subject line.

WE ❤️ OUR VOLUNTEERS

▶ NOVEMBER VOLUNTEER OF THE MONTH

Marvin Krueger, *Melaleuca, Inc.*

▶ DECEMBER VOLUNTEER OF THE MONTH

Jeff Moore, *Safety First Supply Co., LLC*

▶ QUOTA MASTERS

Christina Apostolides, *Urban Tulsa Weekly*
 Ron Benton, *Rove Pest Control Inc. of Oklahoma*
 Donna Davis, *Bumgarner Asset Management*
 Jason Dieckman, *EverBank*
 Andrew Engelbrecht, *Facing West Enterprises*
 Janna Eremita, *Employees Federal Credit Union*
 Ami Frazier, *EasyTEL Communications Inc.*
 Candis George, *First Oklahoma Bank*
 Vick Hidde, *Resume Source, Inc.*
 Jennifer Hill, *Primary Services*
 Martha Hood, *Sam's Club #8263*
 Fareed Hussein, *ZFG Mortgage LLC*
 Matt Inouye, *IMG Bookkeeping and Consulting*
 Deb Karstens, *TheHomeMag of Tulsa*
 Joy Kelly, *SpiritBank*
 Marvin Krueger, *Melaleuca, Inc.*
 Jeff Moore, *Safety First Supply Co.*
 Lindsay Morris, *Saint Simeon's*
 Robert White, *Plan Benefit Analysts of Tulsa*

TULSA REGIONAL CHAMBER



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#TulsaChamber

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.

STEVE'S SUNDRY

Answers provided by Steve's daughter-in-law Joan Stephenson

What do you see as the legacy of Steve's Sundry in Tulsa?

I hope Tulsans will fondly remember Steve's Sundry, Books & Magazines for its agelessness. In a time where sleek and modern are the current themes of businesses, Steve's was all about retro; in part because of the year 1947 when the business opened, in part because my father-in-law F.W. "Steve" Stephenson disliked change or moving product, in part because it continued to work. I hope families will treasure their times at the soda fountain, where it felt like you stepped back in time when you hopped up onto one of the red swivel stools and ordered your egg salad or grilled cheese sandwich, a cherry coke, or one of Steve's famous shakes or malts. I hope that Tulsans remember the staff who worked at Steve's; the staff made it happen for 66 years.

I hope Tulsans will take to heart the lesson one can learn from our closing; that we must all financially support our "favorite" locally

CONTINUED ON PAGE 10

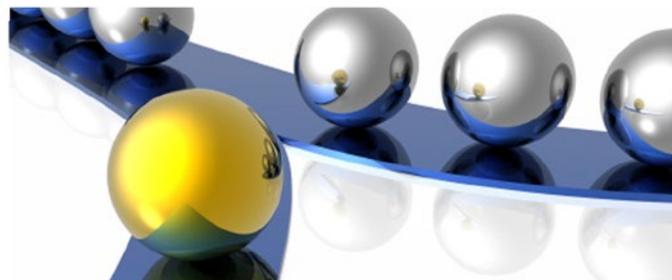


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Speaking with oneVoice

The successful OneVoice initiative continues to drive regional legislative advocacy at the state and regional levels.

Now in its seventh year, the Chamber-led regional advocacy effort has become a highly respected, comprehensive effort that culminates in the annual OneVoice Legislative Agenda.

“What began as a strategic decision by our board in 2007 to focus on legislative advocacy is so much more today,” said Mike Neal, president and CEO of the Tulsa Regional Chamber. “It’s incredible to see what OneVoice represents now – starting with nine task forces meeting throughout the summer, bringing their work to the vote of some 400-plus attendees at the annual OneVoice Regional Legislative Summit each fall, turning that day of decision-making into a full agenda that’s endorsed by a coalition of more than 60 organizations – it’s huge. Our elected leaders look to the OneVoice agenda as a true representation of what the region’s priorities are.”

In 2014, those priorities cover an array of issues. At the top of the list are:

EDUCATION

Since 2008, Oklahoma’s cuts to education funding have surpassed any other state in the nation, negatively impacting our state’s ability to meet workforce needs while forcing districts to increase class sizes and forego much-needed education reforms. Career tech and higher education institutions also suffer as they’re unable to provide instructors and programming for high-demand occupations. A strong education system — at all levels — is critical for the future economic success of our region. It must be a top priority for investment by our state leaders.

HEALTH CARE

An annual appropriation of \$18.25 million will be sought to support the OSU Medical Center, a vital health care institution in the Tulsa region that provides much-needed services to many under-insured and uninsured residents. To further ensure the health care needs of all Oklahomans are met, the preservation and expansion of Insure Oklahoma will be a top priority in 2014. In addition, Oklahoma ranks 49th in the nation for number of physicians per capita with 41 percent of our physicians over the age of 55. To address this issue, funding will be sought for both OSU and OU Medical Centers, additional FQHC training positions and loan prepayment programs and Rural Residency Programs.

OKLAHOMA MUSEUM OF POPULAR CULTURE

Already a model of successful public-private partnership, OKPOP has received more than \$6.5 million worth of land donations, a challenge grant and the necessary funds for the construction of a parking garage. A top priority for 2014 will be to secure a state bond to support construction of the museum space in downtown Tulsa’s Brady Arts District — the final step in bringing more than \$17.5 million in economic impact to the region.

OKLAHOMA DEAL CLOSING FUND

An integral piece to Oklahoma’s economic competitiveness, the Oklahoma Deal Closing Fund currently holds a fraction of the amount surrounding states such as Texas, Arkansas and Kansas receive on an annual basis. Robustly funding the QACF is the first step in allowing Oklahoma to attract the business and jobs that will drive our state’s economy forward.

For the full list
of 2014 OneVoice
priorities, visit
TulsaChamber.com.

▶ **Want to stay informed on the OneVoice agenda’s progress?** Sign up for the Legislative Update, an e-mail sent each Friday during legislative session at TulsaChamber.com/Newsletter-sign-up, attend the Chamber’s Legislative Briefing Breakfasts or follow us on Twitter @TulsaChamber.

CHAMBER'S FIRST MEMBERS

CONTINUED FROM PAGE 8

owned businesses or they too will close. It is not enough to say that "We love your store." We must be diligent about spending our money that we earn in Tulsa in Tulsa businesses.

How has the community changed in the life span of Steve's Sundry?

Tulsa has grown south since Steve's Sundry began in 1947. Our customer base was in the midtown area. Many of the original customers moved south at some point and those who bought their homes became customers. The community as a whole changed when discount houses and national chain stores became players in the retail scene.

What did being a Tulsa Regional Chamber member mean to Steve's Sundry during its time in Tulsa?

I believe my best experience with the Chamber has been my involvement with a CEO Roundtable. I am in one of the first groups that started, and it has been an amazing experience. Our group has bonded both professionally and personally, and I look forward to every monthly meeting. Not only did I bounce ideas off other members, I picked up so many ideas from others in the group that I could tailor to my business. We also hold each other accountable to problems we were dealing with in our businesses. It is a give-and-take unlike any other group I have been privileged to be a member.... This is the Chamber at work!

What is next for you in the future?

I am not sure what my next step will be. I am currently wrapping up the administrative end of Steve's Sundry, and I am still looking for a good home for our soda fountain. I really want the fountain to stay in Tulsa; there is too much Tulsa history involved for it to go elsewhere. Once all the store business is finalized, I will take a little time off and then start looking for a part-time job.

experience ideas

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SB THE SMALL BUSINESS ISSUE

What happens when persistence meets innovation?

Small businesses are born. But to survive and achieve longevity, those small businesses need support and resources. They need marketing help and legislative assistance.

Small business is the backbone of the nation's economy, and the Tulsa region is no different. Without our entrepreneurs, start-ups and small businesses, and the diverse industries they represent, we wouldn't have the resiliency for which Tulsa is known. Small businesses add jobs, recruit talent and provide valuable business networks. And they make up more than 85 percent of the Chamber's membership.

To these pioneers, trailblazers and visionaries, *we salute you.*

INSIDE THIS SECTION

A message from your Small Business Council chair

Virtual marketplace, Let's Do Business

Our favorite small business quotes from 2013

Free opportunities for small business members

Diversity in the small business

And more!

SB GET INVOLVED TO GROW YOUR BUSINESS IN 2014

BY CAREY DUNKIN BAKER, PRESIDENT AND CEO OF PART-TIME PROS AND 2014 CHAIR OF THE SMALL BUSINESS COUNCIL

Happy 2014 to my fellow small business owners! Let me start by saying that I hope this year is one full of prosperity and joy. This March, I will embark on my sixth year in business. I say this with a sigh of relief but also with a bit of anxiety. As a business owner yourself, you know how challenging it can be. I bet you can recall times when you wondered how you would make payroll, stayed up all night because you were anxious about a termination that would occur the next morning, or felt like, at any time, the rug was going to be pulled out from under you.

Outside of your own challenges, you have the external factors – Bloomberg’s statistics touting that “eight out of 10 entrepreneurs fail within the first 18 months,” government shutdowns, and banks tightening their loan practices, to name a few. But then there are the positives – you are your own boss, you create jobs and there is an incredible sense of accomplishment in creating something.

So how do you as a small business face these challenges while also

enjoying what comes from being a business owner? By always learning, networking and looking for ways to improve the way you manage and run your business.

This, my fellow business owners, is the purpose of the Tulsa Regional Chamber’s Small Business Council. The council is comprised of approximately 30 small business owners, and its mission is to serve as the voice of regional small businesses and create programs that can help local businesses grow.



 CAREY DUNKIN BAKER

This is going to be an amazing year. Mark your calendars for the Small Business Summit on Oct. 17. It will be a morning you do not want to miss, and space will be limited to 500 business owners and leaders. In addition to the summit, I am charging the board with launching new programs that will benefit our small business members and revamping the way we serve our fellow business owners. If you have an idea, we want to hear from you. The Small Business Council is here to help you succeed, but we can’t help you if you don’t ask for it.

I would also encourage you to take advantage of the great programs already being provided through your membership: CEO Roundtables, OneVoice task forces, Breakfast Network, Small Business Forums and others.

I wish you a wonderful 2014, and I look forward to advocating for you.

SB From Our Archives: 2010

To help spur the growth of small business and start-ups in the Tulsa region, the Tulsa Regional Chamber launched a new program in 2010 called SourceLink. The program continues today and is a simple, cost-free answer to assisting small business owners who need assistance. SourceLink Tulsa is based on a model created by the Kauffman Foundation.





LET'S DO BUSINESS

SB **Tulsa's newest virtual marketplace is open for business**

Chamber-member businesses are getting an edge over the competition with the launch of the new Let's Do Business virtual marketplace – a program that places regional businesses in front of consumers looking for a variety of goods and services in northeast Oklahoma.

Let'sDoBusinessTulsa.com promotes regional commerce by encouraging businesses to look “here at home” first when making purchases. The site offers complete business-to-business connectivity through a local vendors list, RFP services and a products/services list as well as a coupon program.

“Let's Do Business is a fantastic benefit for our small business members,” said Jessica Flint, Tulsa Regional Chamber project manager of entrepreneurship. “The program gives them an exclusive platform to showcase what they have to offer, both to other members and the community.”

The online Let's Do Business program allows individuals, member and non-member businesses to request anything from members of the Chamber. It provides Chamber businesses with a location to distribute company news and announcements, offer exclusive discounts on products and services, and maintain communication with other Chamber members and the community.

Let's Do Business provides record of an annual savings and transaction history for members to reference, and businesses can limit and monitor the number of discounts offered as well.

“The Tulsa Regional Chamber is pleased to present this outlet exclusively to the Tulsa Regional Chamber members, and we hope the community will support the businesses that fuel our region's economic engine,” said Heather Davis, executive director of small business and business retention and expansion for the Tulsa Regional Chamber.

▶ GET STARTED TODAY
Visit Let'sDoBusinessTulsa.com

SB SPOTLIGHT: **Small Business Council**

How long have you been a small business owner?

Motorsports Tulsa, L.L.C. was formed in 2007 between our managing partner, Ken Statton, and me. I've been partner-co-owner for approximately seven years.

What are the greatest challenges associated with small business ownership?

These are what I've discovered are the most apparent in the type of business we have:

- » Time management
- » Market supply and demand
- » General costs of doing business
- » Customer service concerns

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

The relationships and reputation we've built with our customers and distributors over the years and the honor and privilege of owning a growing venture that only continues to get better.

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

Have a great business plan first! Follow it as closely as possible and use it as a success guideline.

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

A lot! What stands out most to me has been the professional relationships that I've been able to build with fellow business owners/entrepreneurs. I really appreciate that we all experience commonalities with our companies no matter what the size or type and that we can learn from each other. It has been an honor to serve on the Council.



**MARY
STATTON**
Motorsports
Tulsa

“Have a business plan first! Follow it as closely as possible and use it as a success guideline.”

SB Chamber Blogosphere

SMALL BUSINESS COUNCIL SERVES AS VOICE OF REGIONAL SMALL BUSINESS

By **Shaun Epperson**
Communications manager

POSTED ON DEC. 20, 2013

The Tulsa Regional Chamber's Small Business Council advocates for a thriving small business environment. Here are a few of my favorite quotes from council members regarding what their involvement in the Chamber means to them and their business.

John Stava, President, Stava Building Corp.

"The role of the Small Business Council is to promote small business through education. There is a cadre of experienced people in all disciplines ready to advise, refer and assist a new entrepreneur. The Chamber is an excellent resource for any small business."

Joe Davidson, Owner, Oklahoma Joe's

"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 is what my Small Business Council does for me."

Chad Tuttle, President, B&T Engineering

"I am just getting started with the Small Business Council, but I have been pleasantly surprised with the experience so far. It is a great opportunity to meet and spend time with other business owners with whom I can discuss issues and make good contacts. The Small Business Council also provides a forum for us to work together and provide a common voice on issues in Tulsa or at the state level that have an effect on small business."

Getting involved with the Chamber's Small Business Council is easy, and a true benefit to you and your company. To learn more, contact Heather Davis at 918.560.0235 or HeatherDavis@TulsaChamber.com

Facts & Stats



Tulsa is the No. 1 city for **YOUNG ENTREPRENEURS** in the U.S.

(Forbes 2013, NerdWallet 2013)

Two out of three Tulsa region **jobs are created by small businesses** **2/3**



Businesses with **50 or fewer employees** make up more than **90 PERCENT** of Tulsa-area businesses

The Chamber's Small Business Council, comprised of more than **30 SMALL BUSINESS LEADERS** from throughout northeast Oklahoma, serves as the **VOICE OF SMALL BUSINESS** in the Tulsa region.

More than **80 REGIONAL SMALL BUSINESS LEADERS** participate in the Tulsa Regional Chamber's **CEO Roundtable** program.

Four companies have **graduated from The Forge business incubator** since it was founded in 2010



66% In the U.S., small businesses provide **55 percent of all jobs and 66 percent of all net new jobs** since the 1970s. (U.S. Small Business Administration)

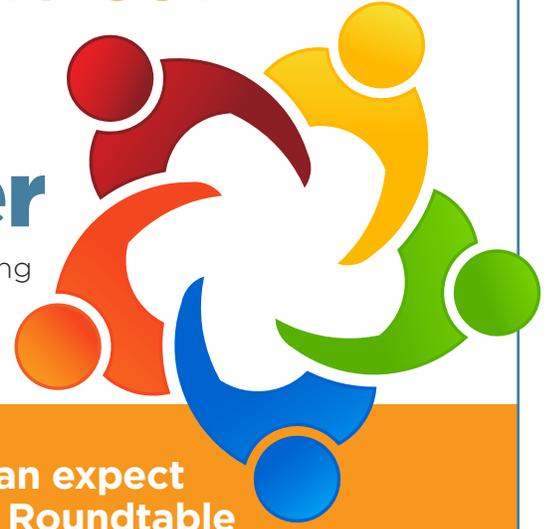
Small businesses are responsible for **52 PERCENT OF ALL U.S. SALES** and contribute about **21 percent of all manufactured U.S. exports.** (U.S. Department of Commerce)



7 of 10

7 out of 10 new employer firms survive at least two years, half at least five years, a third at least 10 years and a quarter stay in business 15 years or more. (Forbes)

SB Need an idea? Free advice? A sounding board? CEO Roundtables might be the answer



Leading a growing company can be a seemingly overwhelming proposition. However, the Chamber offers a free resource to assist small business leaders with decisions, issues and questions they may face.

A growing number of regional small business leaders are choosing to connect and exchange ideas or best practices at a CEO Roundtable – groups of business owners and CEOs who serve as each other’s advisory board and support unit. Roundtables are self-governing groups of eight non-competitive CEOs (or equivalents) that meet monthly for at least two hours to exchange ideas in a confidential setting.

Connecting small business leaders and facilitating the sharing of ideas can yield many positive results, said Heather Davis, executive director of small business for the Tulsa Regional Chamber.

“Northeast Oklahoma is full of brilliant small business leaders with tremendous ideas and experiences to share,” Davis said. “Small business owners and operators find significant value in learning from one another and helping each other succeed.”

One CEO Roundtable participant said input he received led to a cost-saving measure he implemented in his own business with great results.

“I have received tons of great ideas on how to make things better in our company, and I value the group very much,” said Todd Blackburn, CEO of TECHSICO, a global networking infrastructure firm. “This group inspired me to build a proprietary I-phone app to enable an efficient workflow for my guys climbing cell towers. This idea alone has saved me \$50,000.”

The Tulsa Regional Chamber provides facilitator and group training for CEO Roundtables but does not directly participate in the groups. The Chamber surveys participants regularly to ensure groups are beneficial and functioning to the satisfaction of all group members.

For more information about CEO Roundtables and other small business programs offered through the Chamber, e-mail Heather Davis, executive director of small business and business retention and expansion, at heatherdavis@tulsachamber.com.

What you can expect from a CEO Roundtable

The goal is simply to make all participating CEOs more effective personally and professionally. Participants will receive encouragement, feedback and resources to assist them with leadership challenges in today’s business climate.

GAIN EXPOSURE. INCREASE SALES. SAVE MONEY.

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SB For a small business, *diversity is free*

Whether it's race, religion, belief, lifestyle or differences in a number of other areas, diversity breeds ideas in a workplace. It takes all kinds of talent to be successful, to come up with the next great idea that will raise a company's bottom line and increase its standing.

But the ability to build a diverse workplace isn't relegated to corporations with large human resource departments. Any business, large or small, can build a workforce diverse enough to spur creativity and innovation and compete in an increasingly global economy with competitors that have access to ideas from around the world.

Diversity is free, and it can be achieved simply by creating a culture of inclusion. Here are four ways to cultivate diversity and inclusion with limited resources:



GO WHERE YOUR CANDIDATES ARE.

If you've made a habit of hiring through your network or soliciting resumes through job ads, you may need to make some new connections to ensure that you're recruiting the most diverse pool of prospective employees possible. For younger recruits, this could mean reaching out to historically black colleges and universities, historically Hispanic college and universities, university-based lesbian, gay, bisexual and transgender (LGBT) groups, and other varied groups to let them know about your company. Alumni associations of these organizations can help you recruit more seasoned employees. Be sure that any job ads include an acknowledgement that you encourage diversity in the workplace and reinforce that concept with any recruiters or executive search firms you use.



USE SOCIAL MEDIA.

LinkedIn can be a wealth of contacts for companies looking for diverse candidates. Search LinkedIn groups and you'll find organizations like Professionals with Disabilities or Later Life Professionals. In addition, create a company page for your firm and highlight your commitment to diversity.



STAY IN TUNE WITH YOUR EMPLOYEES.

As your employee base grows more diverse, create a way for staffers to share input, suggestions and concerns to maintain harmony and reinforce an inclusive culture. In some cases, human resources training can help employees understand and respect differences. But it's important for employees to feel comfortable and engaged. Successful businesses learn to leverage diversity and foster inclusion. The diverse segments of our community possess incredible purchasing power and constitute the human capital needed to create workforces that will propel us forward in an increasingly global economy.



DEVELOP INCLUSIVE POLICIES.

Same-sex spousal benefits, work-from-home, and flex-time are some of the benefits that help attract a diverse workforce. Flex-time and telecommuting benefits accommodate employees with disabilities who may need additional time to get to work or who might be better suited to working from home. Emphasize the importance of inclusion in your workplace by setting your expectations in your employee materials and through your management team.



Mosaic is the Chamber's diversity business council. The primary focus of the Mosaic council is to create awareness about the competitive advantage of having a diverse and inclusive business climate in our region. Mosaic seeks to leverage the region's diversity to improve perceptions of our community and grow the economy. Ultimately, Mosaic wishes to catapult the Tulsa region into the forefront of diversity and inclusion through talent recruitment initiatives and business retention and expansion efforts.

**Learn more at
www.MosaicTulsa.com.**

SB CHAMBERCARE PLUS HELPS SMALL BUSINESSES SAVE BIG ON HEALTH COSTS

As our regional economy continues to grow, small businesses are playing a major role, creating two out of every three jobs. Through the new ChamberCare Plus program, the Tulsa Regional Chamber aims to help regional small businesses continue to succeed by offering business-friendly, affordable health care options.

The Tulsa Regional Chamber and CommunityCare Managed Healthcare Plans of Oklahoma launched ChamberCare Plus in December. The program offers a wide range of health insurance plans and employee benefits to chamber member companies.

“This partnership is about helping our small businesses find streamlined healthcare products that benefit and empower both employers and employees to achieve greater health outcomes, thus providing positive returns for the workforce and company,” said Mike Neal, president and CEO of the Tulsa Regional Chamber.

ChamberCare Plus is tailored to the needs of the smaller businesses in the community and provides companies and their employees the ability to choose from a complete portfolio of health plans, dental plans and life and disability plans. Fitness and wellness programs also are available. Through ChamberCare Plus, more than 40 CommunityCare health plans are available for

ChamberCare Plus 
by **CommunityCare**

purchase by chamber member companies, along with dental plans from Delta Dental and life and disability plans from MetLife.

“ChamberCare Plus is designed to provide small businesses with up to 50 employees the same full range of options generally available only to larger size companies,” said Ruth Littlefield, the Chamber’s senior vice president of membership development and relations.

Small businesses with an interest in the new ChamberCare Plus program can contact CommunityCare at 918.594.5245 or via their insurance agent. Visit ChamberCarePlus.com for additional information.

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 Photo by Jordan MacDonald

SB Free forums YOU should attend

Forums are listed in the Chamber's Calendar @ a Glance, sent via email on Thursdays, and online in the events section of TulsaChamber.com.

Throughout the year, the Chamber hosts a variety of forums to inform members of current events and hot topics that could affect their businesses. All topics have the potential to impact the bottom line.

Member companies of any size are invited to take advantage of this free opportunity to be informed on the subjects that affect their companies and employees.



EDUCATION

Education is the first step in the talent pipeline; Tulsa's economic prosperity relies on the future workforce currently being educated at our schools, technical colleges and universities. Education Forums are an opportunity for you to weigh in, discuss and learn about issues currently affecting education in Tulsa, from the legislature and funding to policy and curriculum. **To be added to the Education Forum distribution list, email executive assistant Joanna Slyter at JoannaSlyter@TulsaChamber.com.**



WORKFORCE

Developing a skilled and diverse workforce is critical for any company, as is keeping track of the area's dynamic and continually changing workforce demographics. Regular forums and informational meetings can help you keep tabs on the state of Tulsa's workforce and in developing the right hiring and retention practices to foster an innovative, motivated and competitive workplace. **To be added to the Workforce Forum distribution list, email executive assistant Joanna Slyter at JoannaSlyter@TulsaChamber.com.**



HEALTH CARE

Health care is one of the largest industries in Tulsa and across the nation because it impacts every individual and business. These forums focus

on the economic development aspect of health care, including needs related to medical schools, physicians and legislation. **To be added to the Health Care Forum distribution list, email program coordinator Dazsa Carter at DazsaCarter@TulsaChamber.com.**



POLICY FORUMS

These forums are exactly what they sound like: forums regarding policies that affect business. Pro-business legislation is important to ensure the economy and businesses in Tulsa continue growing. These forums are scheduled based upon current issues and therefore encompass a wide variety of subjects. **To be added to the Policy Forum distribution list, email program coordinator Dazsa Carter at DazsaCarter@TulsaChamber.com.**



ENTREPRENEURSHIP AND SMALL BUSINESS FORUMS

These monthly forums are geared toward educating area small business owners and entrepreneurs on a diverse collection of topics, ranging from important tax issues to disaster preparedness and more. They feature experts from throughout the community, offering practical advice on matters of great importance to our region's business. **To be added to the Small Business Forum distribution list, email Heather Davis at HeatherDavis@TulsaChamber.com**



TULSA'S YOUNG PROFESSIONALS

Anyone under the age of 40 can benefit from the more than 80 events held by Tulsa's Young Professionals each year. Professional development events such as those in The Leadership, Education Development (LED) Series deliver speakers with unique experience and insight for YPs, featuring topics such as nonprofit management, work/life balance strategy, and tips for climbing the ladder. **To keep track of TYPros events, sign up for the TYPros newsletter at TYPros.org.**



MEMBER OVERVIEW

Chamber Member Overview events feature a fun new reception-style format with short presentations on Chamber benefits, marketing and involvement. New members, Chamber staff and existing members participate at overviews, which offer a great opportunity to learn about Chamber involvement opportunities. The overviews also feature a meet-and-greet with Chamber staff. **To learn more about upcoming Member Overview events, email Membership at Membership@TulsaChamber.com.**

TYPROS' 2014 LEADERSHIP VISION: FOCUS, CREATIVE, INCLUSIVE

Tulsa's Young Professionals is making 2014 a year of direction, focus and inclusiveness behind its 2014 chair, Isaac Rocha, and the leaders of the eight crews that guide its community programs and initiatives. Rocha, community relations and development with Bama Companies, Inc., plans to serve his one-year stint with an eye for promoting a seasoned attitude for the organization as it enters its ninth year. His top goals are to ensure the organization continues being strategic and purposeful with its programs and new initiatives and that it reaches beyond the suit-and-tie professional, advocating for and serving creative talent and entrepreneurs — two groups, Rocha said, that represent the heart of Tulsa.

Rocha's first act as chair was to usher in a new fundraising campaign as part of TYPros' Community Partner program, which has raised more than \$78,000 since 2009 for nonprofit organizations working to improve quality of life in the Tulsa region. Each year, TYPros selects a community partner to which it dedicates fundraising and volunteer efforts, collecting money during its events and asking its thousands of members to volunteer their time. The Tulsa Zoo was selected as this year's partner after TYPros leadership volunteers visited the facility and viewed its 20-year master plan, which calls for expansions and state-of-the-art new exhibits. In the coming months, Rocha will also oversee Street CReD, a three-year-old creation of the Urbanist Crew that focuses on revitalizing an area of Tulsa; and will help launch an awareness campaign focused on diversity. Per Rocha's emphasis on focus and strategy, the programs — and others in store for 2014 — are again being crafted thoughtfully to advance TYPros' goal of



attracting, retaining and developing the next generation of leaders in Tulsa.

Tulsans likely will hear TYPros and its leaders refer to “young professionals” as “young talent” in 2014, a nod to young adults who contribute to the city's economy and its arts and culture but do not generally fit the mold of a suit-and-tie professional. The organization, Rocha said, will continue serving traditional professionals, but it will acknowledge that Tulsa must embrace its thriving creative, entrepreneurial side if it hopes to be competitive with peer cities that make themselves increasingly attractive to such a demographic. With thriving arts and entertainment districts, a growing music scene and an entrepreneurial community that continues to raise eyebrows nationwide, Tulsa is moving to “the next level,” Rocha said. TYPros must do the same.



ISAAC ROCHA
2014 TYPros Chair

2014 TYPROS LEADERSHIP

Isaac Rocha, 2014 TYPros Chair
Hillary Parkhurst, Immediate Past Chair
Evan Tipton, Chair-Elect

ARTS & ENTERTAINMENT

Jennifer Alden, Crew Leader
Camille Nassar, Co-Crew Leader

ATTRACTION

Bianca Townsend, Crew Leader
Jessica Woollard, Co-Crew Leader

BUSINESS DEVELOPMENT

Emily Webb, Crew Leader
Ryan McDaniel, Co-Crew Leader

DIVERSITY

Dezeray Edwards, Crew Leader
Dillon Waters, Co-Crew Leader

GOVERNMENT RELATIONS

Daniel Regan, Crew Leader
Stephanie Cameron, Co-Crew Leader

NEXT GENERATION LEADERSHIP

Nick Karlovich, Crew Leader
Stacy Robinson, Co-Crew Leader

SUSTAINABILITY

Vanessa Thompson, Crew Leader
Eric Pollard, Co-Crew Leader

URBANISTS

Kasey St. John, Crew Leader
Eric Ellsworth, Co-Crew Leader

TYPros aims to rev up transportation options in Tulsa

The growing demand for alternative modes of transportation — particularly among young professionals — has caught the eye of Tulsa's Young Professionals. TYPros, one of the nation's leading young professional organizations, has set its sights on making Tulsa a viable host city for Uber, a rapidly-growing international driving service that connects riders to a local driver with a tap of their phone.

The service is available in more than 60 cities, including Oklahoma City, but too few Tulsa drivers and riders are registered to warrant the service in Tulsa. Through the latest iteration of its Bring It to Tulsa campaign, TYPros spent several weeks in December and January encouraging Tulsans to sign up for Uber either as riders or as paid drivers who can work on their own time as much or as little as they like. The effort, although certainly aimed at encouraging Uber to open a service in Tulsa, ultimately was intended to bring attention to the demand for more transportation options in Tulsa, particularly among young adults.

With numerous instances of print and television news coverage of the campaign, increased activity on social media and with handouts and posters placed strategically throughout the city, TYPros undeniably accomplished its ultimate goal. Millennials, the generation typically defined as people now under the age of 40, are flocking to cities with ample transportation because they offer cheaper, more environmentally friendly lifestyles. Without retaining and attracting workers in that age group, Tulsa will fade as older generations retire. More transportation options will help put the brakes on any future brain-drain.



**YOU CAN STILL
HELP TYPROS
BRING IT TO TULSA**
SIGN UP FOR UBER

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1. Download the Uber app in your app store or visit www.uber.com/go/BRINGITTOTULSA
2. Enter Promotional Code: BRINGITTOTULSA
3. Enjoy a free ride (*\$20 discount*)

DRIVERS:

1. Visit partners.uber.com
2. Select "Not an Uber Partner"
3. Select "Tulsa" as the city you want to drive in
4. Complete the application



The first Bring it to Tulsa effort, launched in early 2013, focused on proving Tulsa's viability for a Trader Joe's specialty grocery store and raising awareness of the need for a downtown grocer. TYPros members sold about \$7,000 in Trader Joe's merchandise at a temporary downtown location. In January, nearly a year after that effort, Folks Urban Market and Pantry opened at 305 E. Archer as downtown Tulsa's first grocer.

Change a life. Mentor.

One hour can change a child's life.

Education professionals see it every day: Mentoring improves children's attitudes toward their parents, peers and teachers; gives them a positive way to spend their time; allows them to see alternative career options; and encourages them to stay motivated and focused. One hour from a caring, responsible adult is all it takes. And through various programs in Tulsa, anyone — and any business — can make a difference in a child's life.

The Tulsa Regional Chamber pairs volunteers with youth and leverages various programs that introduce high school students to new career options and encourage them to take control of their education. Children in the Tulsa area have access to programs such as a mentorship led by 100 Black Men of Tulsa, which allows young black men to shadow professionals in industries across the city; Junior Achievement's partnership with AT&T, which allows students to spend a day at AT&T to learn about the skills needed to gain jobs in that company; and 3D Athletes, which pairs students with businesses citywide to expose them to different careers.

For potential mentors who want to take their expertise to the classroom, the

Chamber's College Access Career Readiness program pairs individuals of any profession with one of 54 classes in Tulsa Public Schools. There, mentors can make a one-time presentation about their jobs or have a recurring appointment to discuss their profession with students of their assigned class.

This year will be the year of mentoring. Find a way for you or your company to get involved by calling Kuma Browne, education program manager, at 918.560.0218 or emailing kumabrowne@tulsachamber.com.



PARTNERS IN EDUCATION

Mentoring is just one way of helping children succeed; Tulsa's Partners In Education program has many others. Established in 1983, the program has brought thousands of volunteers to Tulsa schools and overseen the donation of countless thousands of corporate dollars to education. The Partners In Education program connects children and teachers with corporate, education, volunteer, government and civic leaders. These partnerships help educators improve the academic and personal growth of all children. For more information about Partners in Education, call Kuma Browne at 918.560.0218 or email kumabrowne@tulsachamber.com.

T-TOWN WELCOMES ANOTHER PRO TEAM

Professional soccer is returning to Tulsa. The Tulsa Drillers announced the purchase of majority interest in an expansion franchise in the USL Pro League.

The Tulsa team will begin play in the spring of 2015 with home games slated to be played at ONEOK Field, further utilizing this beautiful resource in downtown Tulsa. The Drillers will be majority owners of the new



team with Prodigal LLC holding a minority interest in the squad. The USL Pro team will mark the highest level of professional soccer in the city since the Tulsa Roughnecks played their final season in the Old North American Soccer League in 1984.

The new team will share ONEOK Field

with the Drillers. The USL Pro regular season runs from late March through mid-August. Playoff games are held during the month of September.

In 2014, the USL Pro regular season will consist of 28 matches with each team playing 14 home matches.



Tulsa will welcome 2016 NCAA Division I Tennis Championship

TulsaSportsCommission

The Tulsa Sports Commission and University of Tulsa Athletics Department are excited to announce the 2016 NCAA Division I Tennis Championships are coming to Tulsa.

The bid from Tulsa Sports Commission was one of 1,984 bids submitted for different NCAA championship events. Fierce competition among destinations proves Tulsa has the venues and support from local citizens to place our region on the map.

“Being awarded the 2016 NCAA Division I Tennis Championship further shows Tulsa is a nationally recognized destination,”

said Ray Hoyt, senior vice president of VisitTulsa and the Tulsa Sports Commission. “We look forward to showing our tennis guests a memorable experience while they are in the Tulsa region.”

The partnership between TSC and TU officials has brought several NCAA events to Tulsa in the past, most recently the 2011 Division I Basketball Championships.



VISITTULSA RECEIVES NATIONAL ACCREDITATION

Destination Marketing Association International announced in December that VisitTulsa, the convention and visitors division of the Tulsa Regional Chamber, was approved for national accreditation, making the group an official Destination Marketing Association.

VisitTulsa is now one of just more than 100 bureaus across the country that can claim this accomplishment. Additionally, this makes the third national accreditation for the Tulsa Regional Chamber in two years.

“The VisitTulsa team is extremely honored to receive such a prestigious accreditation on the national level,” said

Ray Hoyt, senior vice president of VisitTulsa and the Tulsa Sports Commission. “The application involved numerous man hours from all divisions at the Chamber and I would like to thank everyone who helped make this happen.”

The accreditation process is comprised of 16 rigorous standards set forth by the professional destination marketing

community. The application process requires an extensive amount of time and each bureau applying must prove how it meets or exceeds each standard.

VisitTulsa is an active member of DMAI. The association advocates for the professionalism, effectiveness and significance of destination marketing organizations worldwide.



OFF TO THE RACES | The 2013 US BMX Grand Nationals was an event to remember. Annually, the Grand Nationals bring thousands of fans to the Tulsa area over Thanksgiving weekend and has an estimated economic impact of \$5 million.

Tulsa offers many a romantic “staycation”

Love is in the air and Tulsans are preparing to show that special someone just how much they care. This year provides an opportunity for those in love to not only celebrate one day – but enjoy an entire weekend.

Why not stay close to home and enjoy a romantic staycation? There are abundant options, so let VisitTulsa help you plan a special day.

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Sweetheart Run

Everyone, from this area knows, Tulsa is a runners paradise. The Sweetheart Run is a Tulsa Valentine's Day tradition. The run benefits the Champ Camp, a special camp for children and families with heart abnormalities.

The run features a 5K starting at 7:45 a.m., 10K at 8:30 a.m., and Fun Run at 8:35 a.m., through downtown Tulsa. Races will start and finish at Fleet Feet Blue Dome. You can visit FleetFeetTulsa.com for full details.

Accommodations

Impress your special someone by taking it up a notch and booking a suite at one of the region's numerous hotels or bed and breakfasts. Many properties across the region will be hosting romantic options.

Go to VisitTulsa.com and view the complete list of hotels in the region.

Restaurants

Looking for a romantic dinner before heading to the hotel and/or evening plans? Restaurants in the region will be offering specials for parties of two. Treat your valentine to a romantic dinner and glass of fine wine.

Check VisitTulsa.com for a complete list of restaurants and watch the individual restaurants' web pages for special Valentine's Day offers.

Entertainment

The Tulsa region is home to numerous theaters, movie theaters and museums. Whatever your choice of entertainment, find the perfect show and/or exhibit for you and your sweetheart. The new VisitTulsa.com has a complete listings of "Things to Do" in the area.

YES. A Legacy of Excellence, Service and Community Spirit



In 1984, when husband and wife team Steve and Judi York started their business, they really wanted a name that conveyed something special. Steve York brainstormed and knew that he needed to represent “a positive approach to professional service. What is more positive than YES?” says retired CEO, Steve York. From that moment, York Electronic Systems was born.

YES has emerged as one of the top systems integration firms in the southwest and is now 100% Native American/Woman Owned Company with the York’s daughter, Jennifer Jezek at the helm. YES specializes in design, management and maintenance of fire, life safety, security, communications and audio visual systems for Healthcare, Education, Commercial and Hospitality Industries.

Now nearly 30 years later, their daughter, Jennifer Jezek, continues their legacy of service and community. “I always tell people we are a Golden Rule company – we really believe in treating others how we want to be treated.” From customers to fellow employees, YES has many long-standing relationships because of shared values including company Vice President and 29 year YES veteran, Jamie Ogle who believes “our solutions both protect and enhance clients’ lives.”

Since the company’s inception, YES has supported the community through financial support and volunteerism. In the last decade, YES has supported over 100 charities and contributed over \$150,000 in dollars; not including in-kind contributions and time. This is no small feat for a company with 35 employees. These contributions are extended to community organizations and in support those in need including the Community Food Bank, DVIS, Junior Achievement and Partners In Education.

YES was named in 2008 as Tulsa Metro Chamber’s Family Owned Business of the Year and the 2010 SBA of Oklahoma Family Owned Business of the Year.

For more information about York Electronic Systems (YES), please visit www.yorkes.com or call 918.258.YORK.



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