

Land a Slam Dunk with Your BR&E Program



Business Retention & Expansion
(BR&E)



Supporting Local Businesses for
Economic Growth

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Supporting Local Businesses for Economic Growth

Building a Business Retention and Expansion (BR&E) program involves several key components designed to support and grow existing businesses within a community.

The primary goal of a BR&E program is to foster economic stability and growth by addressing the needs and concerns of local businesses.

Importance of BR&E

Economic Stability

Business Growth & Development

Stronger Community Ties

Proactive Problem Solving

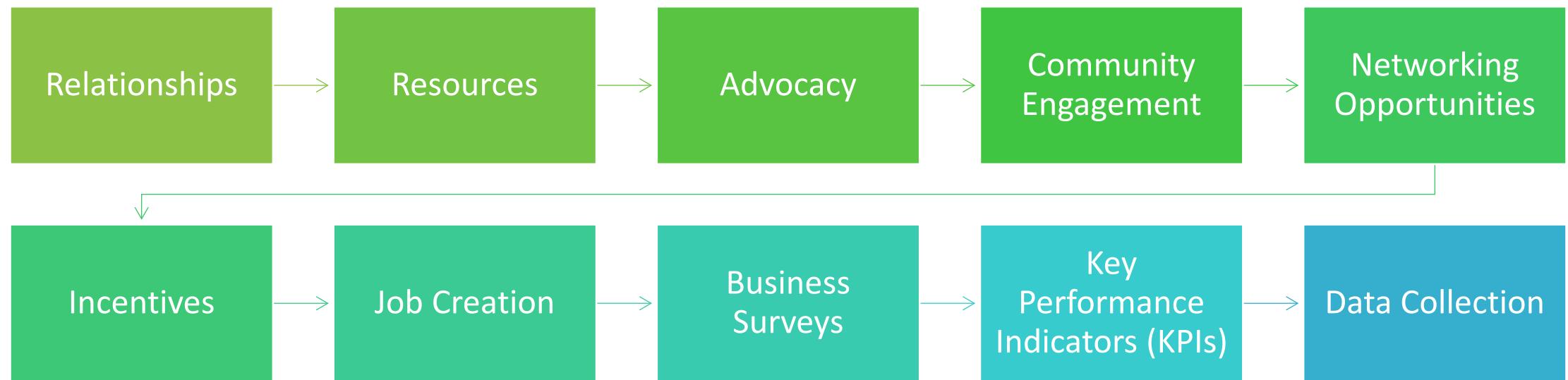
Improved Business Environment

Investment Attraction

Long-Term Economic Development

Social Impact

Key Components of a BR&E Program



TARGET INDUSTRIES



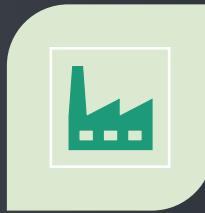
- AEROSPACE and DEFENSE
- ENERGY
- MANUFACTURING
- PROFESSIONAL SERVICES/REGIONAL HEADQUARTERS
- TECHNOLOGY
- TRANSPORTATION AND LOGISTICS



STRATEGIC PROCESS TO TULSA REGIONAL CHAMBER BR&E



INDUSTRY COUNCILS



MANUFACTURERS
COUNCIL



AEROSPACE
COUNCIL



TECHNOLOGY
COUNCIL



BUILDING A PATHWAY TO A SKILLED WORKFORCE



AEROSPACE COUNCIL

CHANGING THE
FACE OF THE
AEROSPACE
INDUSTRY IN THE
TULSA REGION



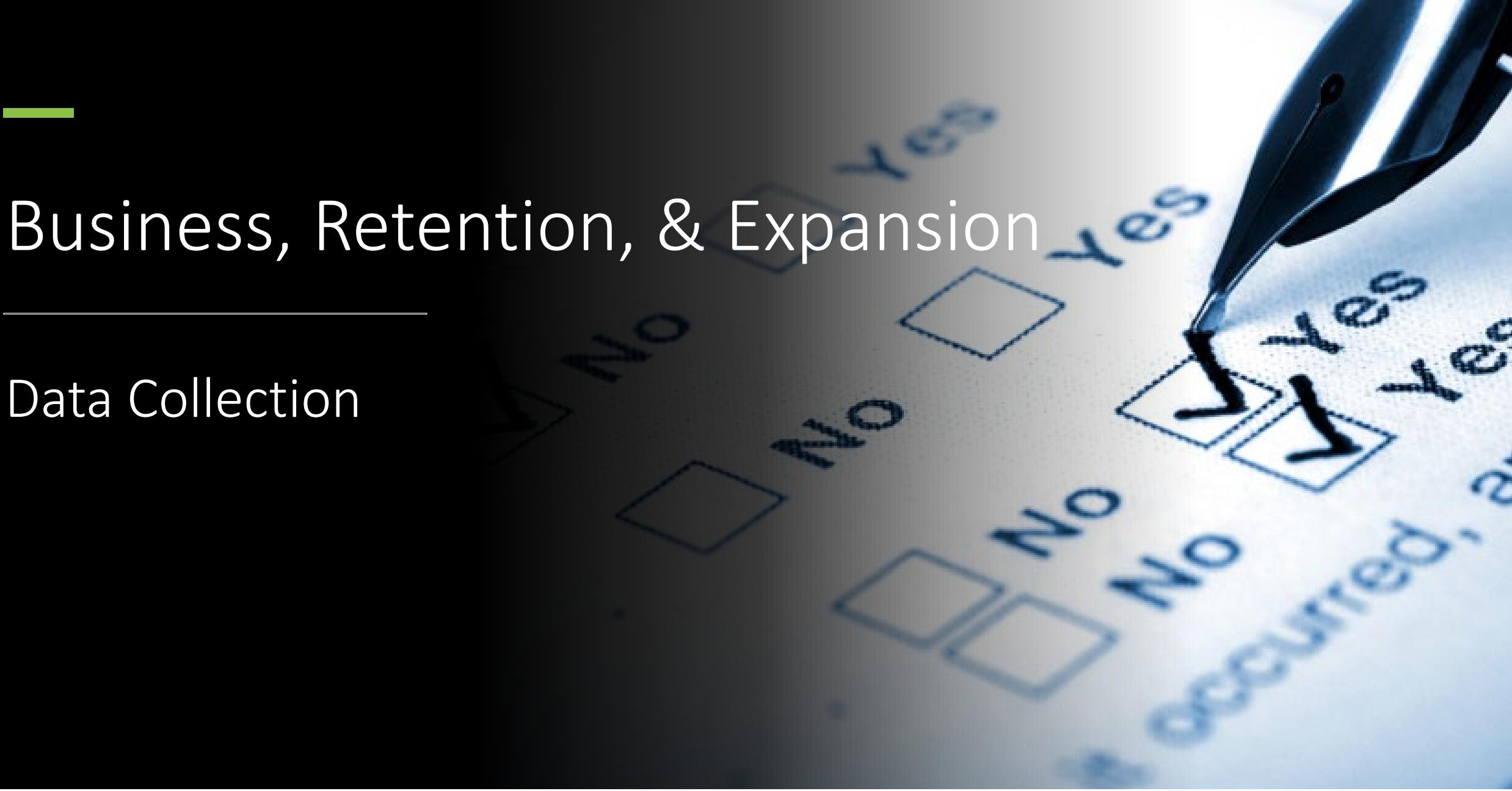


Technology Council

Creating Collisions of Ideas &
Resources to enable Community
Growth

Business, Retention, & Expansion

Data Collection



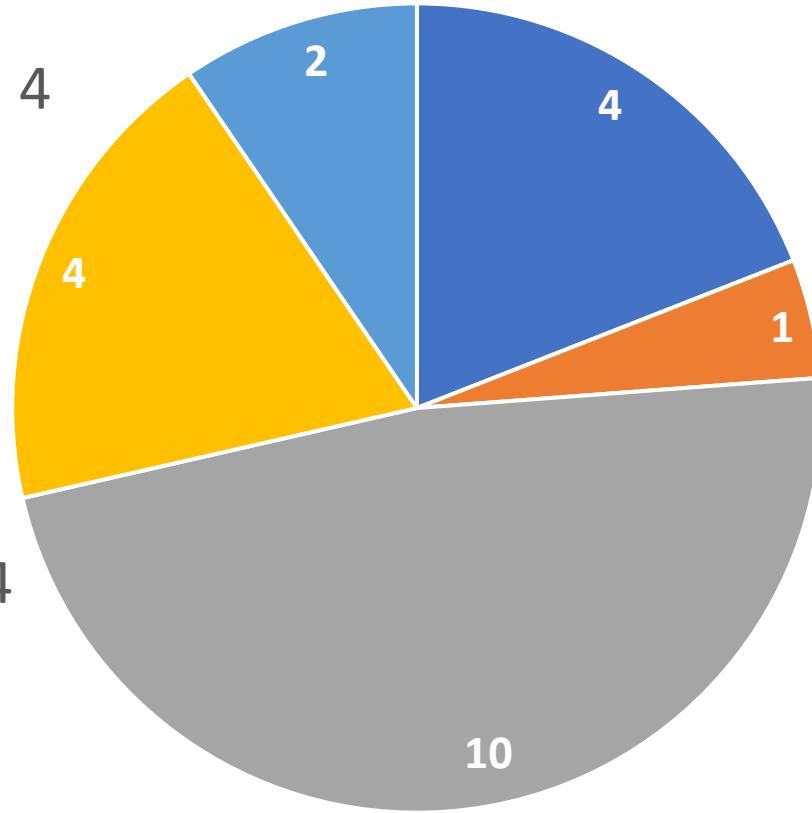


Business, Retention & Expansion 2nd Quarter Report



Company Surveys by Industry - 21

- Prof Serv & Regional Hdqs. 4
- Energy 1
- Software/Technology 10
- Advanced Manufacturing 4
- Aerospace 2





Company Sizes



Number of Companies



Number of Employees

21 Companies Surveyed

3: > 300 employees

4: 101-300 employees

1: 51-100 employees

13: 1-50 employees



Company Expansions

Identified Through Tulsa Retention Surveys

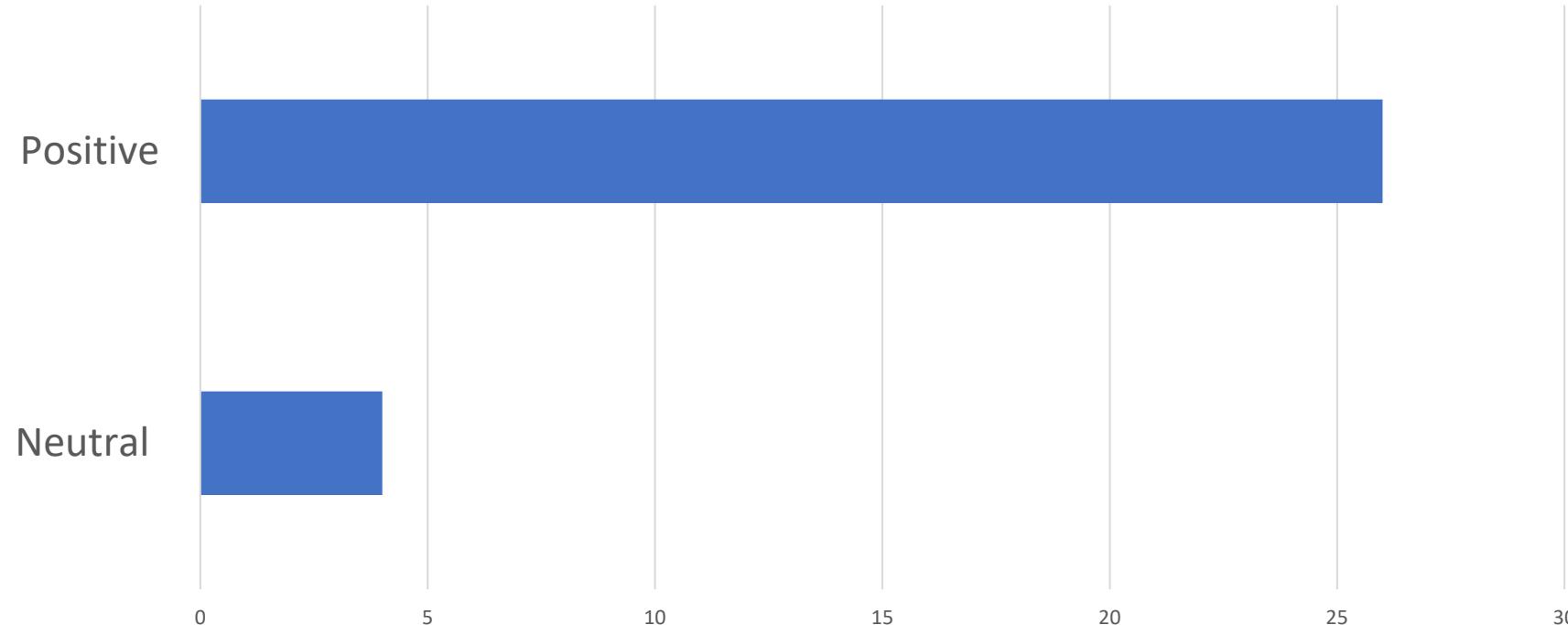
4: Expanding

312: Projected New Jobs

150,000: Assessed Square Feet

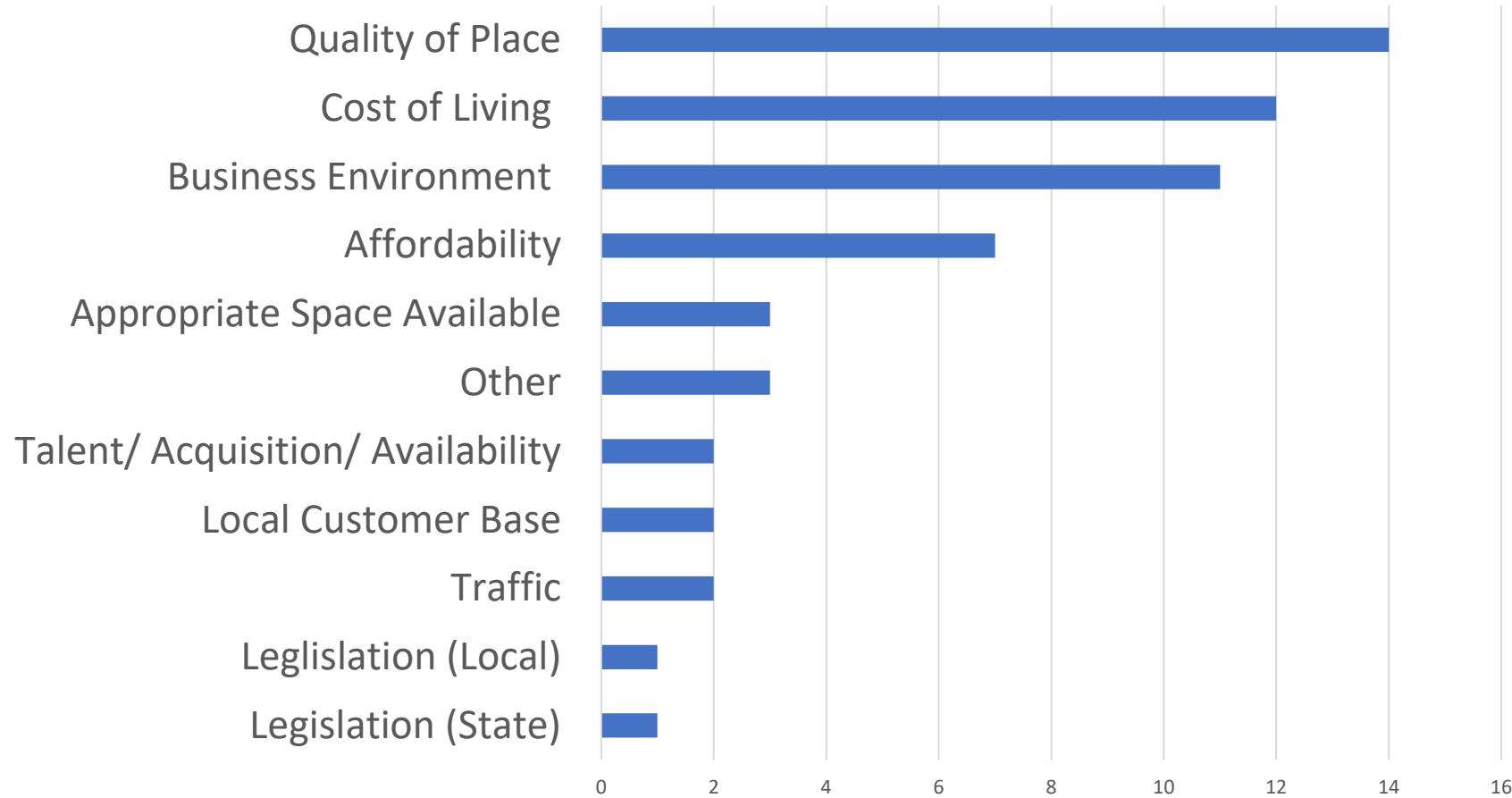


Business Outlook - Update



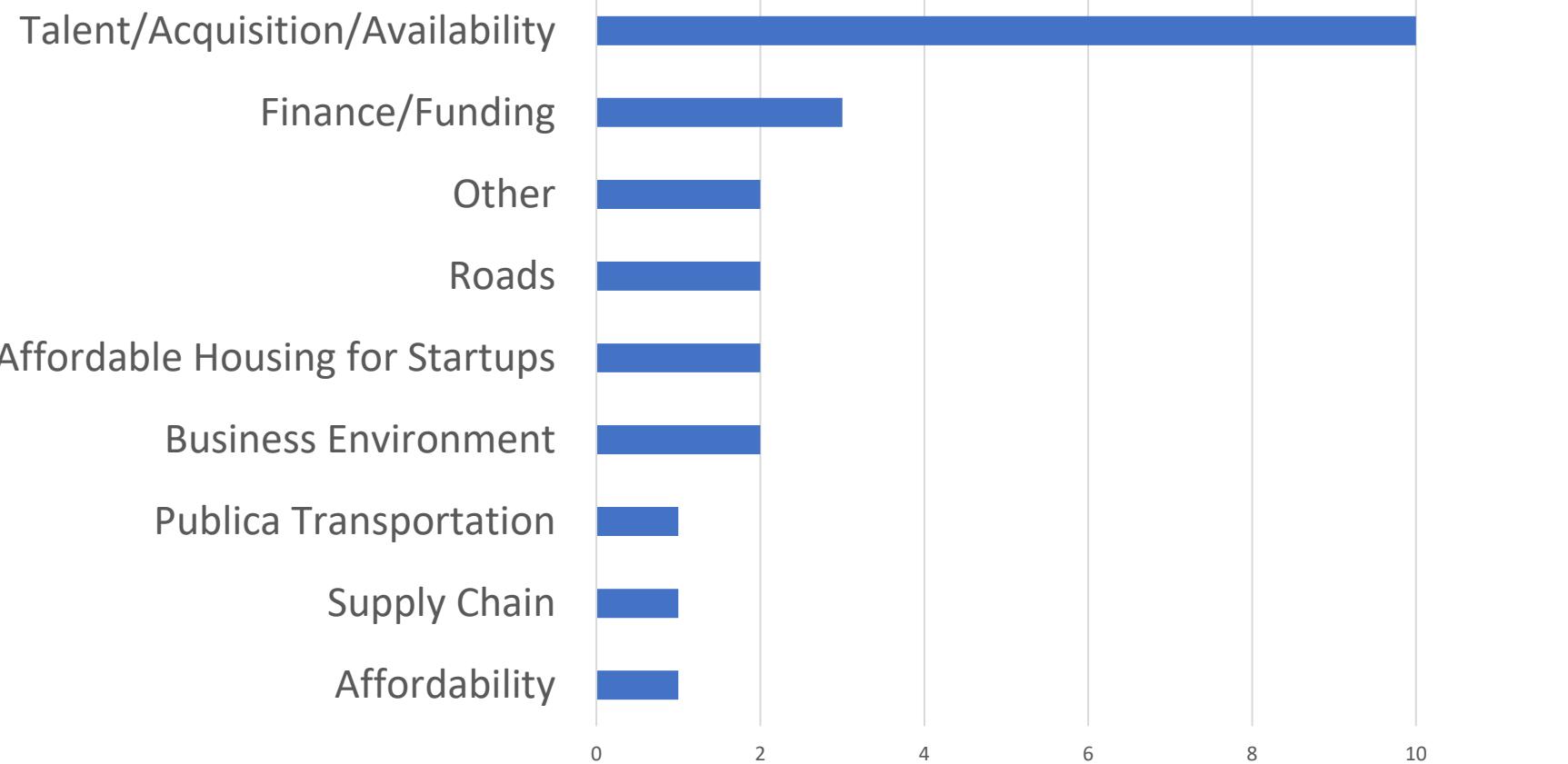


Strengths





Challenges





Positive Outlook

- Advanced technology battery company continues to experience growth and is seeking incentives to grow R&D facility.
- Large aerospace company is very satisfied with locating its division in Tulsa.
- Local tech startup is enthusiastic about participating in the Technology Council and value being created by the Chamber.
- Advanced manufacturing company improves employee retention rate significantly by improving culture and benefits.



Opportunity Outlook

- Startups in Tulsa continue to experience challenges with funding/investments in Oklahoma.
- Aerospace company shares that the dynamics of its workforce/talent attraction efforts can be challenging to retain talent.
- Tech startups seek innovative solutions to public housing to create group livable spaces for tech ecosystems.
- Advanced manufacturing company is experiencing less of a challenge this year to fill skilled workforce positions.

LESSONS LEARNED



- BE INTENTIONAL
- RESEARCH YOUR COMPANIES
- LEARN ABOUT THEIR INDUSTRIES
- LISTEN TO YOUR COMPANIES
- STRIVE TO CREATE VALUE TO THE COMPANIES
- BE PERSISTENT

- Q & A Session





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