



## Come Grow with us....

### Certified Industrial Park

- Skilled Labor Force
- Part of the Tulsa Metro Statistical Area
- Intersected by Highway 51 and US 69
- Port and Rail Access

### Contact

Darla Heller  
Wagoner County Economic  
Development Authority  
P.O. Box 487  
Coweta, OK 74429  
918 486-4589  
darla.heller@okstate.edu



**Wagoner County** is the  
second fastest growing county in Oklahoma.

[www.wagonercountydevelopment.com](http://www.wagonercountydevelopment.com)

# Wagoner County Economic Development Authority

Report to Community Stakeholders, 2010-2013

Darla Heller, Community Development Educator

[darla.heller@okstate.edu](mailto:darla.heller@okstate.edu) / 918-636-9293



## Mission Statement

Wagoner County Economic Development Authority (WCEDA) is an Oklahoma public trust created for the purpose of assisting small business to develop and provide jobs and economic, educational and cultural benefits for the people of Wagoner County. The Economic Development Authority serves all towns and cities in the county including Broken Arrow, Wagoner, Coweta, Porter and Okay.

WCEDA will provide assistance to companies that are seeking locations for new facilities in Wagoner County. Those services include: assistance with facility location studies, feasibility studies, buildings and site searches.

WCEDA will also provide detailed community information and assists companies in all phases of site selection to Wagoner County.



### Wagoner County Economic Development Board of Directors

Alan Parnell, Chair  
OSU Extension, Wagoner County

Eddie Reynolds  
Reynolds Construction

Larry Allison, Vice-Chair  
Allison and Associates

Chris Edwards  
Wagoner County Board of Commissioners

Ben Harmon  
Armstrong Bank



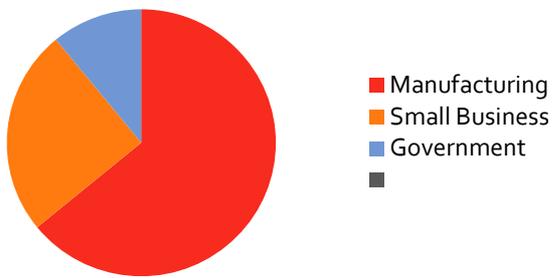
# Industrial Recruitment / New Job Creation

## From 2010-present

Number of Projects Responded to	56
Number of Site Visits	27
Calls responded to	298
Number of New Jobs in the County	456



## Job Growth by Industry



## Statistics

County Population (2010)	73,085
Unemployment Rate (April 2013)	4.2%
Total Workforce	32,879
Average Income	\$37,433
Number of Manufacturers	55



# Business Retention and Expansion

## From 2010-present

- Face-to-face visits with over 95 senior management
- Provide Research, Economic and Demographic Information
- Serve as a liaison for local Issues
- Partner with Oklahoma Alliance for Manufacturing Excellence to introduce incentives and state-wide programs
- Identified potential business prospects, sales and growth opportunities for more than 45 businesses in Wagoner County



## Direct Investments Spurring Growth

### RCF Enterprise Loan

The Authority made a low interest loan of \$250,000 to RCF Enterprises upon their relocation to Wagoner County. Their relocation resulted in 35 new jobs in the county with an average salary of \$45,000.



### Port 33 South

The Authority made a \$300,000 investment in an industrial access road at Port 33 South. Currently two additional businesses have located at the port site employing more than 30 with an overall economic impact of \$18-20 million.



### Industrial Land

Due to the WCEDA's efforts more than 100 acres have been purchased by public entities for the purpose of industrial recruitment.

### Shell Building

Together with Wagoner Industrial Development Authority, the WCEDA made a \$150,000 investment in an industrial shell building. Currently the building has been purchased and added 30 new jobs in Wagoner. The company's overall impact on the community in a three year period equals close to \$5 million in direct and indirect impact.



## Assets

Highway 51 Building appraised at \$500,000- currently leased.

Wagoner County Industrial Park I is valued at \$450,000.



## Direct Investment / Access to Capital

**USDA REBEG Grant** – Received a \$35,000 grant from USDA to be used for equipment at the Porter Medical Center.

Loan to **Porter Heath Center** – The Porter Medical Center paid back a \$20,000 loan to WCEDA for capital improvements.

\$25,510.00 was donated by the WCEDA to Wagoner County Emergency Management to purchase Harris 800 Mhz Mobile and Portable Radios.

Investment to **Stone Bluff Senior Citizens** Center was made at \$100,000.

Capital Investment in the **Wagoner County Sheriff's Department** - \$300,000 was transferred to this county department.

Capital Investment in **Wagoner County 911** – a monthly transfer of \$11,000 is made from the ED account to 911 for salaries.

## Revenue Stream

The State of Oklahoma explains use tax the following way:

*Oklahoma state use tax must be paid on tangible personal property purchased and brought into this state for storage, use or consumption. If the property is brought into a county or municipality that also levies a use tax, the applicable county or municipal use tax must be paid.*

*If a retailer maintaining a place of business both within and without this state and are making sales from a place of business outside this state for use in Oklahoma, the retailer is responsible for collecting the appropriate state and local use tax from customers.*

The average use tax collection allocated to Wagoner County Economic Development Authority (50% of collection) in 2008 was \$26,048.31. The average collection for the year of 2012 was \$36,689.67. The existence of WCEDA has seen an increase of over \$10,000 per month and annual collections from 2008 to 2012 increased by over \$127,000. It is important to point out that the other 50% of the use tax is used per commissioner discretion and of course increased as well.

---



## Net Worth Statement

NET WORTH STATEMENT				
	AS OF 7/12/13			
<b>ASSETS</b>			<b>LIABILITIES</b>	
<b>Current Assets:</b>			<b>Current Liabilities:</b>	
Cash-on-hand	\$1,410,765.26		Accounts Payable	
Accounts receivable	\$247,935.94		Credit Card Debt	
Merchandise Inventory			Installment Loans (i.e. auto)	
Supplies			Other	\$74,454.00
Total Current Assets	\$1,658,701.20		Total Current Liabilities	\$74,454.00
<b>Fixed Assets:</b>			<b>Long-Term Liabilities:</b>	
Fixtures & Capital Imp.			Notes Payable to Others	
Building/Land	\$1,200,000.00		Bank Mortgages	\$855,433.16
Equipment			Line of Credit	
Automobiles			Other	
Other			Other	
Total Fixed Assets	\$1,200,000.00		Total Long-Term Liabilities	\$855,433.16
<b>TOTAL ASSETS</b>	\$2,858,701.20		<b>TOTAL LIABILITIES</b>	\$929,887.16
	NET WORTH	=	\$1,686,627.33	



## Small Business

WCEDA serves to meet the needs of small businesses in Wagoner County by being a point of contact and a resource broker.

**Ignite & Accelerate**  
Think BIG in Small Business

OSU Extension Wagoner County has continued to partner with Rural Enterprise, Inc. and the Coweta and Wagoner Chambers of Commerce to build on efforts to grow small business in Wagoner County. The following workshops are planned for the 2013. To register for these events please go to [www.ruralexperts.com](http://www.ruralexperts.com) and click on the Events Calendar for the course.

March 7 / 8:30 AM – 12 PM <b>Entrepreneurship 101</b> Dewey Brandon, Oklahoma Tax Commission Financing and Business Plan Creation Cost: \$35 Wagoner Civic Center	September 18 / 11:30 AM – 1:30 PM <b>iPhone &amp; iPad for Your Business</b> Cost: \$55 Coweta Assembly of God Church
May 30 / 8:30 AM – 12 PM <b>Quick Books Training</b> Cost: \$100 / \$130 w/manual OSU Extension Office, Coweta	November 4 & 11 / 5:30-8:30 PM <b>Money Smart for Small Business</b> Cost: \$25 for one session \$35 for both November 4, Coweta Chamber November 11, Wagoner Civic Center

Oklahoma State University, in compliance with Title VI and VII of the Civil Rights Act of 1964, Executive Order 12896 as amended, Title IX of the Education Amendments of 1972, Americans with Disabilities Act of 1990, and other Federal laws and regulations, does not discriminate on the basis of race, color, national origin, gender, age, religion, disability, or status as a veteran in any of its policies, practices or procedures. This includes but is not limited to admissions, employment, financial aid, and educational services.

### Ignite & Accelerate

(Partners include: Rural Enterprise, Inc.,  
Wagoner Chamber and Coweta Chamber)

- In 2011 more than 30 small businesses attended a one-day conference that provided resources and education on issues important to help small business grow. Topics included: Business plan construction, web-site marketing, human resource issues and much more.
- In 2012/13 a series of workshops conducted on topics such as tax issues, customer service, social media, and QuickBooks. More than 75 people have participated in the business workshops.

## Leadership Development

**Leadership Wagoner County** has graduated 148 professionals in its five years of existence. The nine-month program educates attendees on topics such as economic development, education, health-care and government.

**Youth Leadership Wagoner County** has in turn touched the lives of more than 150 high school juniors and seniors in Wagoner County schools. This program, like LWC, strives to give those young leaders ownership in their communities and the tools they need to someday have a positive impact on our county.





# Retail Development in Wagoner County

WCEDA is working with the Retail Coach on helping the communities in Wagoner County address retail recruitment. Updated demographics were provided. Additionally, the Retail Coach matched Wagoner County communities with national retailers expanding in our area. The information provides not only statistics, but important contacts were established. Darla Heller attended two trade shows aimed at strengthening those connections with retailers. More than 50 contacts have been made on behalf of Wagoner, Coweta, Porter and Okay.

**COWETA, OKLAHOMA**  
RETAIL MARKET PROFILE

**COMMUNITY OVERVIEW**

Coweta is located in Wagoner County, just minutes south and east of Tulsa on Highway 51.

Coweta is experiencing a tremendous amount of growth. With newly developed single-family subdivisions, several planned multi-family developments and an abundance of new commercial and retail developments currently in progress.

The City of Coweta works with many partners to ensure well-planned growth, successful development of the area's economy, and preservation of our friendly small town character. Coweta works to incorporate a full range of services including land for industrial, commercial and residential needs.

**FOR DETAILS, PLEASE CONTACT:**

**Mr. Steven C. Whitlock**  
City Manager

City of Coweta  
P.O. Box 850  
Coweta, OK 74429

(918) 486-2189  
steven.c.whitlock@cityofcoweta.org

**COWETA TRAFFIC COUNTS**

**DEMOGRAPHICS**

	Retail Trade Area
2017 Projection	17,522
2012 Estimate	15,917
2000 Census	12,036
1990 Census	10,501
Growth 2012-2017	10.08 %
Growth 2000-2012	32.24 %
Growth 1990-2000	14.62 %
2012 Est. Average HH Income	\$ 57,417
2012 Est. Median HH Income	\$ 49,291

# Partners and Stake Holders

City of Wagoner Economic Development Authority  
 Broken Arrow Chamber of Commerce  
 Wagoner Chamber of Commerce  
 Coweta Chamber of Commerce  
 Oklahoma Department of Commerce  
 Tulsa's Future  
 Rural Enterprises, Inc.

Tulsa Chamber of Commerce  
 NE OK Regional Partnership  
 Fort Gibson Lake Association  
 Oklahoma Economic Development Council  
 Oklahoma State Chamber of Commerce



## Marketing Wagoner County

WCEDA maintains a web-site that allows for commercial, industrial and retail property to be advertised. The site provides demographics that prospective businesses need in order to locate in Wagoner County. Additionally, the Authority promoted the county at the 2013 Tulsa Home and Garden Show that had an attendance of more than 40,000.

[www.wagonercountydevelopment.com](http://www.wagonercountydevelopment.com)



## Current Projects

- Working to incentivize hotel project for the City of Coweta involving water line expansion. The project is a \$3.5 million investment and will create 25 new jobs.
- Working with two companies purchasing land in Wagoner County. The relocation of these companies will result in over 97 new jobs.
- Working with a company that is expanding that intends to create 100 new jobs.
- Continue to work Retail recruitment.
- Facilitating, researching financing on an events center for Wagoner County.
- Working to develop 67 acres for an industrial park in Wagoner.
- In research phase to establish a business incubator in association with Indian Capital Technology Center.