



2020 ANNUAL REPORT

grow *Claremore*



**RYAN NEELY**  
CHAIRMAN  
*Claremore Industrial  
& Economic  
Development Authority*

## LETTER FROM THE CHAIR

No one will forget 2020. Our community's businesses, schools, and leadership officials faced challenges never before witnessed due to Covid-19. As I look back on this year, however, what stands out are the stories of collaboration, partnership, and desire to help one's neighbor.

This year, our community rallied together to ensure our students and teachers had the tools needed to succeed through distance learning. Together, our industry sector and public schools partnered to overcome unforeseen challenges, such as limited WiFi access. Additionally, CIEDA funded new workforce development opportunities through the Empowering the Innovators Grant, providing valuable financial resources to Rogers County agricultural mechanics classrooms.

When social distancing measures were implemented, and business doors across the nation closed to the public, Claremore's community joined together once again to support their neighbors. We purchased gift cards, ordered curbside, emphasized shopping local, and were among the few cities to witness an increase in sales tax revenue amid the pandemic. To further support these efforts, CIEDA launched a new platform, Connect Claremore, dedicated to aiding our economy's backbone, the small business.

Three of our leading manufacturing entities celebrated 15 years of operation in Claremore, highlighting our region's ability to provide businesses with tools to find long-term success. Additionally, we witnessed the importance of business retention and community partnership with the early pay-off of the AXH air-coolers TIF district, resulting in more than \$270,000 being distributed back to our schools and county.

I am honored to live in a community where our schools, businesses, and community leaders collaborate, innovate, and overcome obstacles. I am proud to be from Claremore. As you flip through the pages of this report, I hope you find the same sense of pride and accomplishment.

Thank you for your support in our efforts to build a better Rogers County. Because of the hard work and dedication of many partners, CIEDA and Rogers County find continued success.

Sincerely,

Ryan Neely  
*CIEDA Chairman*

grow *Claremore*

## CLAREMORE SUPPORTS THE “SHOP LOCAL” MOVEMENT

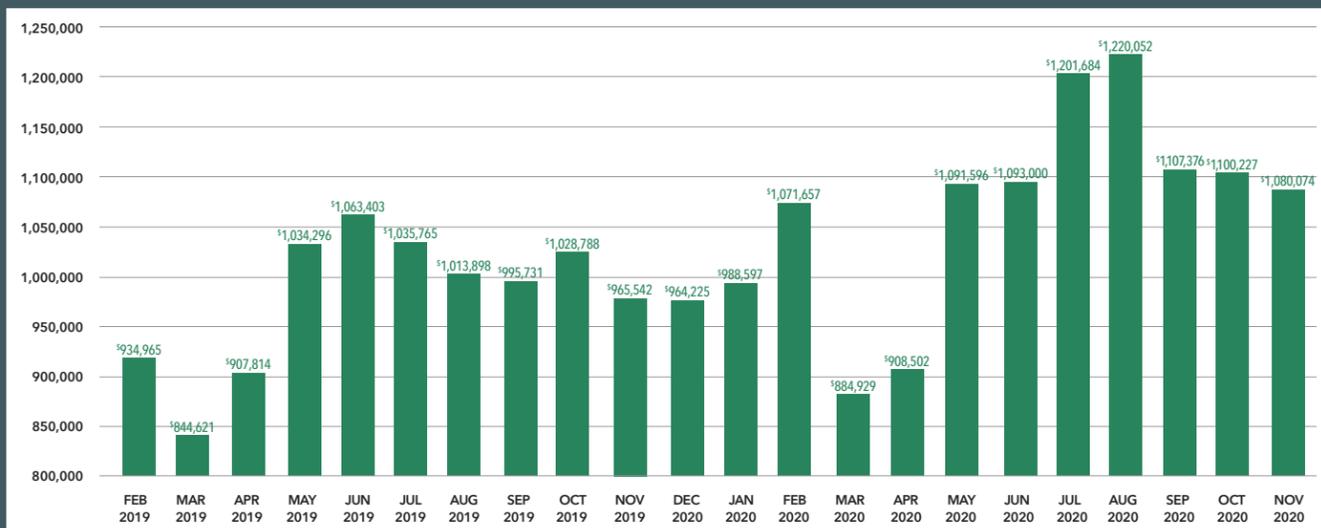
In the wake of the COVID-19 crisis, social distancing measures were implemented across the county, forcing businesses to close their doors to the public. While necessary to protect public health, the pandemic placed small businesses in jeopardy and thousands of jobs on the line.

In this time of challenge, Rogers County residents rallied together to shop small and support local businesses. In support of this effort, the Claremore Chamber of Commerce offered a resource listing area companies adjusted services offerings and store hours. The community

ordered curbside from local restaurant favorites, purchased gift cards from area stores, and focused on supporting its neighbors. As a result, Claremore was one of the few cities to witness a sales tax increase, despite the challenging economic times.

CIEDA also joined alongside numerous local and state partners to share federal and state grant opportunities designed to support daily business operations during the pandemic, covering various topics, from payroll to innovative product design.

## SALES TAX GROWTH



## CIEDA LAUNCHES PROGRAM TO SUPPORT SMALL BUSINESS



To better support small businesses during the COVID-19 crisis, CIEDA launched a powerful new initiative, Connect Claremore. The program's mission is centered around providing area small businesses with the tools, training and resources needed to be successful. A key tool is the SizeUp data platform, which provides market research and business intelligence to local businesses, leveling the competitive playing field by providing similar market research that typically only large corporations can afford to access.

“Locally-owned businesses create a significant economic impact on the local economy because more money spent with them is reinvested back in the community.” said CIEDA Chairman, Ryan Neely. “CIEDA is committed to helping our local businesses succeed. They are the foundation of our local economy, employ our residents, create new jobs, and make Claremore a more prosperous place.”

Throughout 2020, Connect efforts were primarily focused on offering small business owners a variety of tools and services to be

quickly implemented in order to support their challenges due to the pandemic. This included navigating emergency financial resources, implementing point of sale systems and shifting traditional sales online, as well as digital marketing best practices. Moving forward Connect Claremore will look to align with existing providers to more holistically aid entrepreneurs and locally owned companies aiming for long-term business success within the region.

In order to gain valuable insight into challenges business owners are facing, the Connect team meets on a local level to offer assistance and solutions. This includes partnering with organizations like the Claremore Area Chamber of Commerce, Mainstreet, and Claremore Collective. The feedback received from these discussions allow Connect to provide relevant training designed to quickly offer solutions. During 2020, Northeast Tech partnered to offer training discussing the ever-important need to have a digital business presence, and the best practices to do so.

This unprecedented year showcased the critical need for Connect Claremore. Its Advisory Council is composed of local organizational leaders and small business owners who ensure the program is relevant, aligned with other community efforts, and advocates for this vital sector of our economy.

## CF INDUSTRIES DONATES \$35,000 TO AID ROGERS COUNTY SCHOOLS

On March 13, students and educators exited classrooms across Rogers County, eagerly anticipating the start of the Spring Break holiday. In the following days, the COVID-19 outbreak forced the closure of school districts across the state, altering the course of learning for the remainder of the year. Overnight, educators across the country had to quickly adapt and overcome the unforeseen challenges of total distance learning. In Rogers County, the increased demand placed on internet providers, a lack of WiFi access, and device limitations significantly impacted students and educators as they navigated remote education.

To help aid in the implementation of distance learning, and support the need for increased internet bandwidth, hotspots and electronic devices, CF Industries donated \$35,000 to four Rogers County Schools. Claremore, Justus-Tiawah, Sequoyah, and Verdigris all received donations targeted toward easing the technology and access barriers impacting school districts.

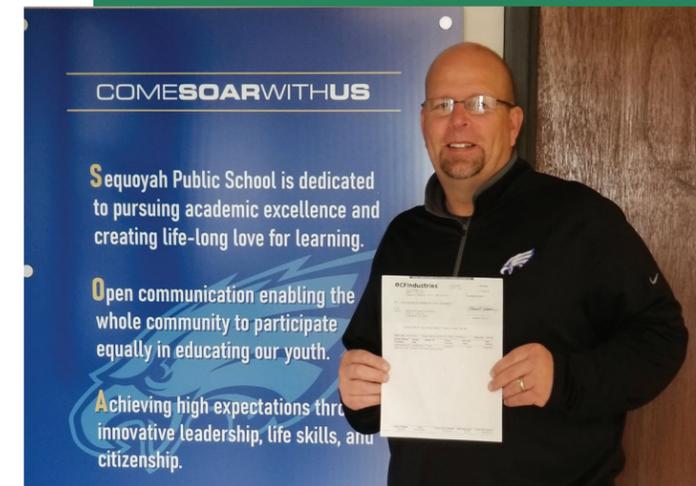
“At CF Industries, we believe a company should be both a good employer as well as a good neighbor.”

Gary Collins, Production and Operations Manager at CF Industries.

“Investing in our communities is a top priority for our organization. During this time of uncertainty, we must ensure our schools have the support and resources to continue to grow young minds. We truly believe there is no better way CF Industries can offer assistance than ensuring schools have the tools needed to ease the transition to remote education.”

A barrier facing all Rogers County Schools is limited internet access, and need to increase WiFi connectivity for its students, especially those living in rural areas. The CF Industries donations were targeted toward helping schools implement continuous learning plans that met the needs of all students.

“The challenges presented by the COVID-19 pandemic are unlike any I have witnessed during my time as an educator,” said Bryan Frazier, Superintendent of Claremore Public School. “These are unprecedented times, and the support from CF Industries is crucial in our efforts to ensure that each Claremore Public School student receives an equitable and high-quality learning experience regardless of the family’s resources or access to technology.”



# CLAREMORE CELEBRATES LOCAL BUSINESS SUSTAINABILITY

## THREE LOCAL MANUFACTURERS CELEBRATE 15 YEARS

2020 marked a major milestone for three Claremore manufacturers, AXH air-coolers, Pelco Structural, and Pryer Aerospace, each celebrating 15 years of local operation. Combined these entities provide numerous quality jobs, investment in area schools, and support the region's overall sales tax base.

Whether it be aerospace parts, pole assemblies and structures or support for Oklahoma's crucial oil and natural gas sector, it is because of companies like these three, that Claremore's manufacturing sector today looks drastically different than it did 15 years ago. Congratulations and thank you to each of these incredible organizations for this exciting accomplishment, and investment in our community.



STRUCTURAL



CONGRATULATIONS ON 15 YEARS

## TIF DISTRICT RECTIFIED NEARLY A DECADE EARLY

In a move hailed as an economic success, the City of Claremore Council voted to authorize the closing of a financing plan set in motion in 2014, to be paid off nine years ahead of schedule. The tax increment financing district (TIF) was a cooperative effort between CIEDA, AXH air-coolers, and the community. The program was unanimously approved by the Claremore City Council in June 2014, and set to expire in 2029. Due to the early conclusion, Claremore Public Schools, Northeast Tech, and other Rogers County property tax recipients will receive upwards of \$270,000 in remaining fund distribution collectively.

The district was established to serve as a catalyst for economic growth in the Claremore Industrial Park, aiding in quality job growth and capital investment. This unique incentive facilitated the purchase and

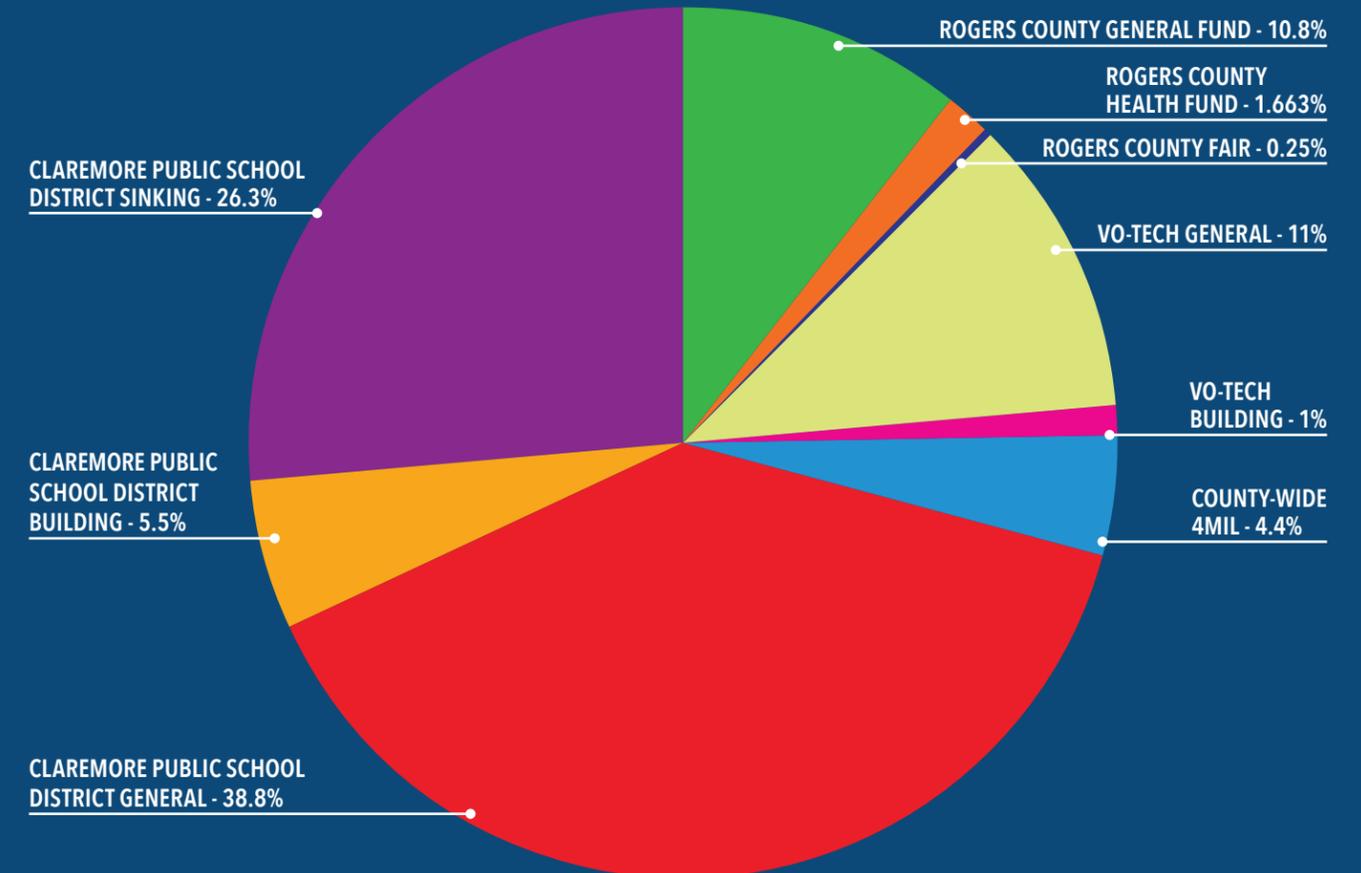
subsequent remodeling of the former Burgess-Norton building, which had previously sat vacant for many years. During the TIF period, AXH constructed three new manufacturing facilities within the district, allowing for it to significantly expand the number of local, quality career opportunities. Today, AXH air-coolers employs more than 400 individuals across its six facilities.

In addition to an increase in ad valorem tax revenue generated by the significant expansion of AXH air-coolers over that past six years, Claremore Public Schools is set to receive approximately \$200,000 from the early payoff of the TIF district. The remaining revenue will be divided between Northeast Tech and Rogers County according to the current apportionment rate schedule by the County treasurer.

A TIF district is a tool used by governments to encourage economic development. TIF districts are formed when governments borrow funds to support growth and then repay the loan by capturing the portion of ad valorem generated by the new development.

The AXH TIF district is a prime example of how economic development incentives can create a domino effect resulting in multiple wins for a community. A once empty structure was revitalized, and our community saw an increase in capital investment, which in turn generated new jobs and boosted tax revenues for the taxing bodies.

## TIF PAYMENT BREAKDOWN



# ROGERS COUNTY RECOGNIZED AS WORKFORCE LEADER

## ■ CIEDA RECEIVES TWO EXCELLENCE IN ECONOMIC DEVELOPMENT AWARDS FROM IEDC

CIEDA received two Excellence in Economic Development Awards from the International Economic Development Council for its work in the areas of public private partnerships and workforce development. This prestigious recognition identifies the world's best economic development programs and partnerships, marketing materials, and the year's most influential leaders. Thirty-five award categories honor organizations and individuals for their efforts in creating positive change in urban, suburban, and rural communities. Awards are judged by a diverse panel of economic and community developers worldwide following a nomination process held earlier this year. IEDC received over 500 submissions from 4 countries.

CIEDA's talent development portfolio earned a silver distinction. The goal of CIEDA's workforce initiatives is to connect prospective employees and businesses promoting career pathways, and strengthening the future Rogers County workforce pipeline and training offerings.

Utilizing student placement, career simulation programming, and direct connections to employers, CIEDA is actively working to ensure Rogers County's students are engaged with future career opportunities. Through these unique workforce offerings, Claremore's manufacturing and business partners are directly involved in developing the next generation of employees, taking a hands-on approach to developing its economic future. Initiatives like career awareness tours, internship opportunities, and the Partners in Education program are essential to generating interest for in-demand occupations, showcasing local career opportunities. CIEDA continues to collaborate with regional workforce partners to support Rogers County's under-employed and justice-involved communities.

Additionally, CIEDA received a gold category award in the area of public/private partnerships for the recruitment of MST Manufacturing.



## ■ GRANT SUPPORT SPARKS MANUFACTURING TALENT PIPELINE FROM AREA FFA CHAPTERS

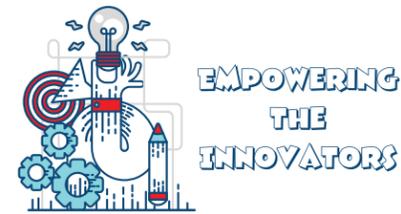
Rogers County's FFA Chapters have been key in providing a talent pipeline to area industrial partners through CIEDA's Learn and Earn internship program. In order to ensure chapters are able to bolster student skill-building, funds from this grant will be used to support agricultural mechanics and shop courses by supplying funds for the purchase of curriculum and materials.

During National FFA Week in February, the Empowering the Innovators grant supplied \$2,500 to area Chapters, and will impact over 150 Rogers County students each year who are enrolled in agriculture mechanics, metal fabrication and construction, shop, or power and tech courses. These students are the direct pipeline that fills local, quality manufacturing and industrial jobs.

The Oologah FFA program designed and fabricated a door jamming system that could be used in the classroom in case of an intruder alert situation. Instructor Kadie Smith shared, "we are in the process of trying to supply the whole school district with these types of door mechanisms. The Empowering the Innovators funds will help purchase additional metal materials for the project."



Area chapters were required to apply for the funds. Those awarded include Claremore, Chelsea, Foyil, Oologah and Sequoyah. The grant will supply a variety of items to the schools including basic safety supplies like goggles and welding hoods, metal materials, and collaborative support toward equipment purchases.



Claremore FFA recently prioritized an upgrade to its metal fabrication and construction class to stay relevant within fields that are constantly molded by technological and equipment advancements. "In addition to providing students with the most modern and technologically advanced welding equipment available, it is my expectation to provide the same rigorous individual safety standards required in manufacturing facilities. The Empowering the Innovators grant provided by CIEDA will aid in providing proper personal protective gear for our students," said Agricultural Education Instructor, Matt Boyer.



## THANK YOU TO OUR PIE PARTNERS FOR YOUR CONTINUED SUPPORT



# CLAREMORE AIRPORT CONTINUES TO SOAR

## ■ FEDERAL GRANTS ALLOW FOR MAJOR AIRPORT UPGRADES

The Claremore Regional Airport underwent a \$408,543 upgrade, thanks to funds received through a federal grant. The bulk of the investment was dedicated to the implementation of a 6,790-foot wildlife fence due to increases in animal traffic obstructing aircraft areas.

Unlike previous grant cycles, due to the CARES act, this grant did not require the 10 percent match traditionally made by the City of Claremore and CIEDA.

Upgrades such as these are vital as the airport continues to serve both individual aviators and the needs of the many companies throughout northeast Oklahoma that have multiple facilities in North America. The quality of the runway, public facilities, shared use spaces, hangar availability accompanied by the competitively priced AvGas and Jet A gives Claremore an advantage in attracting new investment throughout Rogers County.

## ■ CLAREMORE AIRPORT HOSTS AREA PILOTS FOR FLYING PRACTICE EVENT

Supporting aviation enthusiasm, 75 planes joined the Claremore Regional Airport in May for a short take-off and landing practice event. Several participants then continued to compete in the regional competition, hosted in Texas. One contestant, who is based in Claremore, went on to win the event and will compete at the national competition in Florida in December.

Following the initial weeks of the pandemic, attendees welcomed a physically distanced event allowing them to connect with others who shared their passion for aviation.

## ■ JET AIRCRAFT CALLS CLAREMORE AIRPORT HOME

As the Claremore Regional Airport prioritizes strategic facility upgrades to maintain its positioning as the area's premier regional airport destination, it continues to attract diverse aircraft tenants. As of November, Claremore is home to a Beechcraft Premier 1A jet aircraft. The Premier 1A cruises at roughly 519 mph and burns around 138 gph of Jet A, further supporting and bolstering airport fuel sales.

- APPROXIMATELY 16,000 TAKE-OFFS/LANDING OPERATIONS FOR THE YEAR
- FUEL SALES REMAINED CONSISTENT THROUGHOUT THE YEAR DURING THE PANDEMIC
- COMPLETED PHASE 1 OF AIRPORT PERIMETER WILDLIFE FENCING PROJECT INCLUDING NEW ENTRANCE GATE
- 40 ACRES OF ADDITIONAL LAND ACQUIRED NORTH OF ENTRANCE ROAD
- \$30,000 CARES ACT GRANT RECEIVED
- AIRPORT T-HANGARS CONTINUE TO MAINTAIN 100 PERCENT CAPACITY
- NEW T-HANGAR ANNOUNCEMENT FILLED ALL 10 OPENING IN LESS THAN AN HOUR
- BASED AIRCRAFT - 83 INCLUDING A BEECHCRAFT PREMIER 1A JET AIRCRAFT



■ The Claremore Industrial and Economic Development Authority (CIEDA) is a public trust organization formed in 1948 under Oklahoma state law established to make sufficient use of economic resources and to stimulate economic growth and development for the City of Claremore

## ■ TRUSTEES



**Ryan Neely, Chairman**  
FINANCIAL ADVISOR, NEELY INSURANCE AND FINANCIAL SERVICES



**Brian Green, Vice Chairman**  
PRESIDENT, IRA M. GREEN CONSTRUCTION



**Jeff Jensen, Secretary/Treasurer**  
RETIRED, BANCFIRST



**Dr. Keith Ballard, Trustee**  
PROFESSOR OF PROFESSIONAL DEVELOPMENT AND LEADERSHIP ACADEMY, UNIVERSITY OF OKLAHOMA



**Gary Collins, Trustee**  
OPERATIONS/PRODUCTION MANAGER, CF INDUSTRIES



**Tim Fleetwood, Trustee**  
OWNER, LOVE AIR CONDITIONING, LLC



**Mick Webber, Trustee**  
PRESIDENT AND CEO, HYDROHOIST MARINE GROUP

## ■ STAFF



**Meggie Froman-Knight**  
INTERIM EXECUTIVE DIRECTOR



**Caitlyn Ngare**  
PROJECT COORDINATOR



**Eric Winn**  
AIRPORT MANAGER

and Rogers County. CIEDA facilitates the recruitment, retention, and expansion of primary industry jobs and expansion of the sales tax base through the recruitment of new destination retail businesses.

Claremore Industrial and Economic Development Authority  
(A Component Unit of the City of Claremore, Oklahoma)  
**ANNUAL FINANCIAL REPORT**  
As of and for the Year Ended June 30, 2020

## STATEMENT OF NET POSITION

June 30, 2020

### ASSETS

#### Current assets:

|  |            |
|--|------------|
| Cash and cash equivalents                | \$ 970,430 |
| Accounts receivable                      | 21,046     |
| Grant Receivables                        | 30,000     |
| Ad valorem taxes receivable              | 74,508     |
| Inventories                              | 45,654     |
| Due from primary government              | 34,026     |
| Restricted:                              |            |
| Cash                                     | 867,056    |
| Interest receivable - TIF                | 4,781      |
| Notes receivable - TIF - current portion | 606,102    |
| Total current assets                     | 2,653,603  |

#### Noncurrent assets:

|   |            |
|---|------------|
| Notes receivable - TIFs                 | 1,410,836  |
| Investment in land held for development | 3,463,910  |
| Capital assets:                         |            |
| Property and equipment, net             | 3,293,366  |
| Total noncurrent assets                 | 8,168,112  |
| Total assets                            | 10,821,715 |

### DEFERRED OUTFLOWS OF RESOURCES

|  |               |
|--|---------------|
| <i>Related to defined benefit pension plan</i> | <b>70,886</b> |
|--|---------------|

### LIABILITIES

#### Current liabilities:

|  |         |
|--|---------|
| Accounts payable and accrued expenses    | 25,513  |
| Accrued interest payable                 | 10,465  |
| Due to Rogers County                     | 281,206 |
| Current portion of notes payable:        |         |
| TIF notes payable from restricted assets | 571,102 |
| Other notes payable                      | 33,817  |
| Total current liabilities                | 922,103 |

#### Noncurrent liabilities:

|  |           |
|--|-----------|
| Net pension liability                    | 56,240    |
| OPEB liability                           | 7,683     |
| Notes payable, net of current portion:   |           |
| TIF notes payable from restricted assets | 1,214,278 |
| Other notes payable                      | 1,031,628 |
| Total noncurrent liabilities             | 2,312,829 |
| Total liabilities                        | 3,234,932 |

### DEFERRED INFLOWS OF RESOURCES

|   |               |
|---|---------------|
| <i>Related to pension plan and other post employment benefits</i> | <b>20,578</b> |
|---|---------------|

### NET POSITION

|                                  |              |
|----------------------------------|--------------|
| Net investment in capital assets | 2,227,921    |
| Restricted - TIF debt service    | 922,905      |
| Unrestricted                     | 4,486,265    |
| Total net position               | \$ 7,637,091 |

The notes to the financial statements are an integral part of this statement.

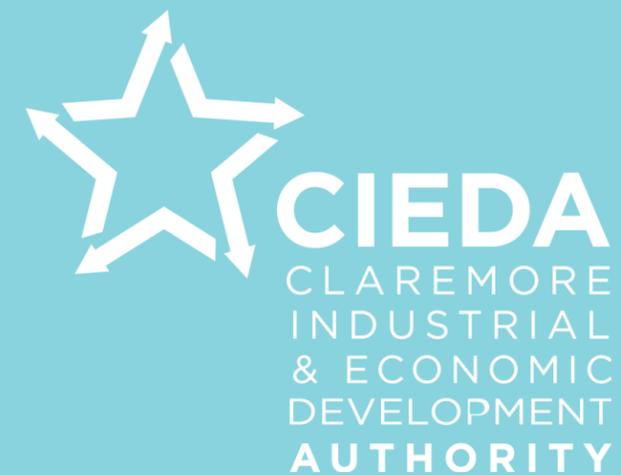


## THANK YOU JOHN

For the past three years, CIEDA has been guided by Executive Director, John Feary. Within the first year, John worked tirelessly to strengthen and align community organizations and businesses allowing for productive momentum. His leadership allowed the organization to embrace holistic economic development, broaden its scope to include vital programming such as workforce development, a revamped business retention and expansion program, as well as facilitating a new surge in housing development.

In December, John was formally announced as Claremore's City Manager. CIEDA looks forward to its continued partnership with the City of Claremore as we work to better the place we call home.

Thank you, John, for your dedication, passion, and commitment to our community. We appreciate your service and recognize how your leadership has forever impacted CIEDA and Rogers County.





**CIEDA**  
CLAREMORE  
INDUSTRIAL  
& ECONOMIC  
DEVELOPMENT  
AUTHORITY