

# Welcoming FDI in Oklahoma

Oklahoma Department of Commerce  
Secretary of Commerce and Workforce  
Development Scott Mueller



**OKLAHOMA**



# Foreign Direct Investment

- Oklahoma is rapidly becoming home to more international companies
- Over the past 5 years, FDI companies have invested \$2.3 Billion into our state, creating almost 3,000 jobs with an average wage over \$48,000
- More than 520 international employers have operations in the state
- Governor Stitt is dedicated to expanding Oklahoma's economy through FDI

# Oklahoma + Japan: Trade

- In 2021 Japan was Oklahoma's 4<sup>th</sup> top export partner and 5<sup>th</sup> largest export destination.
- Oklahoma exported over \$257B to Japan, and imported over \$246B from Japan
- There are 63 ultimately Japan-owned businesses in Oklahoma, the 3<sup>rd</sup> most of any foreign country in Oklahoma.

# Oklahoma + Japan: Cultural Exchange

- As deemed by the Ministry of Foreign Affairs of Japan, Former Tulsa Mayor Dewey Bartlett is an honorary consul general for the state of Oklahoma.
- Oklahoma has a Sister State relationship with Kyoto, Japan. The relationship has fostered countless student exchanges and business relationships over its 36 years in existence.
- Utsunomiya has been a sister city of Tulsa since 1992.
- Seika has been a sister city of Norman since 2014.
- Kemeoka has been a sister city of Stillwater since 1985.
- Nikaho has been a sister city of Shawnee since 1987.

# Why Oklahoma?

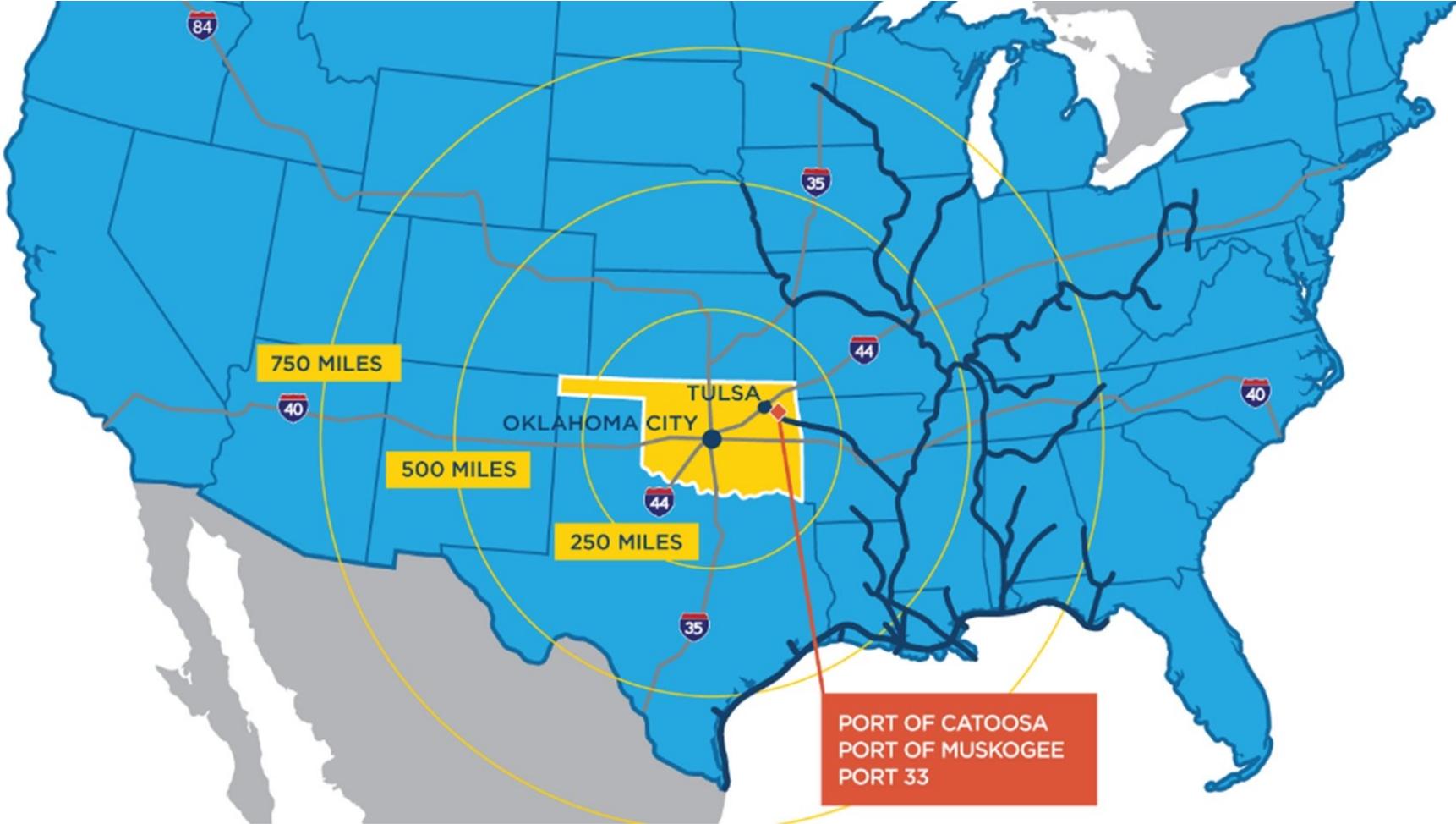
- Central location is a logistics and distribution advantage
- Low cost of doing business, electricity, and living
- Workforce with transferable skillsets
  - Aerospace, Automotive, Manufacturing
- Government support: Pro-business legislation and incentives
- Customized Workforce Training Programs

# Location

Population: 3,956,971

Geography: 181,195km<sup>2</sup>

GDP: \$188.6 billion



# Logistics

Oklahoma Industries are served:

- By **Road** — 9,000 miles of highway and a hub for I35, I40 and I44
- By **Rail** — 3,853 miles of track handle over 200 million tons of freight
- By **Air** — 149 public use airports and 2 international, both designated as Foreign Trade Zones
- By **Water** — Home of 3 inland ports, supplying 20 states by waterway



# Workforce

Oklahoma invests in our existing workforce to meet industry demands

- 29 Career Tech Technology Centers
- 59 Career Tech Campuses State-Wide
- 39 Public and private colleges and universities
- Custom Training for Industry Program
- Governor's Workforce Development Taskforce
- Workforce-focused tax credits

# Emerging Industries

- Aerospace and Defense
- Automotive
- Agriculture
- Bioscience
- Energy

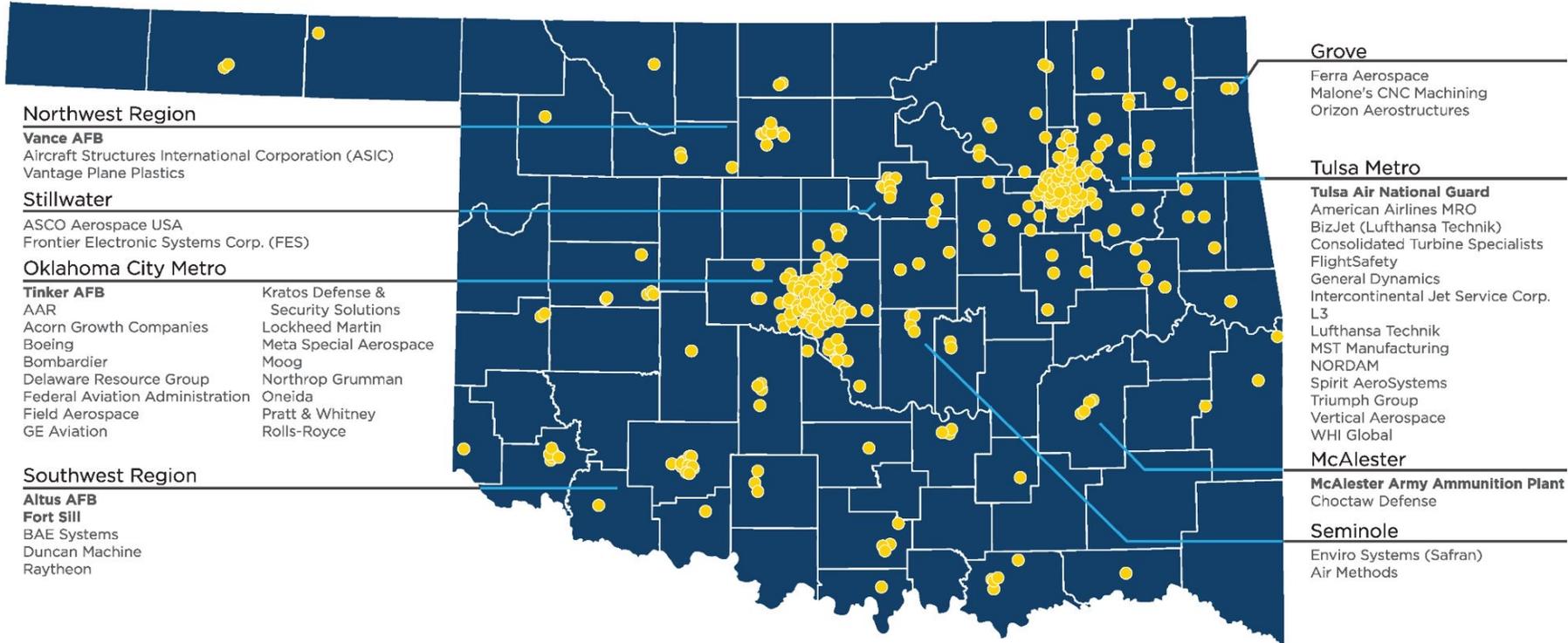


# Aerospace and Defense

- Aerospace is one of Oklahoma's largest industries, with an annual economic impact of \$44 billion
- Oklahoma has the two largest MRO facilities in the world, American Airlines Maintenance and Engineering Center, and the OKC Air Logistics Complex at Tinker Air Force Base
- More than 120,000 Oklahomans are employed in Oklahoma's Aerospace and Defense industry
- 1,100 Aerospace entities in Oklahoma

# Oklahoma's Aerospace Cluster Map

More than 1,100 aerospace entities operate in Oklahoma, including manufacturers, MRO, research and development, military and others.



# Aerospace and Defense

- The future of Aerospace in Oklahoma
- By leveraging Oklahoma's **existing robust supply chain**, we aim to further grow the industry by investing in advanced technologies, such as electric propulsion, batteries, automation, software, and data, among other innovations.
- Investing in **innovation clusters** – creating the opportunity for an exchange of expertise between academic, government, and industry researchers

# Automotive

- The southern **automotive corridor is shifting west** as markets become saturated
- Oklahoma is **geographically well-positioned** to support the automotive industry
- Our **wages are competitive**
- **Transferable workforce** from existing aerospace, oil and gas, and manufacturing industries

# Automotive

- **Strong Government support** from Governor Kevin Stitt's administration
- **Automotive Accelerator Program** grants automotive companies access to Oklahoma's top incentives
- **Pro-business government** that supports foreign direct investment
- Specialized **tax incentives** to support automotive businesses

# Automotive

- Investing in a **Battery Cluster**
- We aim to build on Oklahoma's currently successful Battery industry by **investing in more battery manufacturing** and innovation
- Oklahoma is looking toward the future of automotive, and focusing on the is **electric vehicle supply chain**
- In June 2021 **Canoo**, a breakthrough EV company, chose Oklahoma for its \$1 Billion manufacturing facility.

# Agriculture

- More than 155,000 people are employed in agribusiness in Oklahoma
- Oklahoma has over 77,000 farms (5th highest number of farms in the nation)
- \$1.8 Billion in global exports
- \$7.8 Billion in annual market value of agricultural products

# Agriculture

- Oklahoma's top agricultural products are Beef, Pork, Wheat, Corn, Soy, Rye, Dairy, Pecans
- The future of Oklahoma Agriculture: Maintaining traditions of farming and ranching by guiding the next generation of producers.
- 96% of Oklahoma farms are family-owned
- Oklahoma is a leading state for women-owned ranches
- Increase in young producer-operated farms

# Agriculture

- Oklahoma is focused on innovations for the future of agriculture, plant biology, forage improvement, and sustainability.
- **THE KERR CENTER FOR SUSTAINABLE AGRICULTURE** focuses on finding sustainable solutions to the economic, social, and environmental challenges facing agribusiness
- **THE OKLAHOMA MESONET** is a network of environmental monitoring stations that collects data on soil and crop analysis for planting, irrigation, harvesting, and recovery from natural disasters, as well as monitors approaching weather conditions
- The USDA operates **THE GRAZINGLANDS RESEARCH LABORATORY** in El Reno to research conservation and protection methods.

# Bioscience

- Oklahoma's biotech companies and public institutes are **pioneering research and development** in areas such as advanced materials, surfactants development, microscopy, drug-development and healthcare advances.
- **180,000 Oklahomans** are employed in Bioscience
- With **41% growth in life science program studies** since 2010, Oklahoma is more focused than ever on developing this industry

# Bioscience

- Major subsectors in Bioscience include medical and pharmaceuticals, fertilizer and chemicals, and materials such as rubber and plastics, stretching Bioscience across many of Oklahoma's top industries.
- Oklahoma aims to invest in medical device and pharmaceutical manufacturing, to centralize vital supply chains in the United States.
- 7% growth over the last year in Pharmaceutical and Medicine Manufacturing
- 4% growth in Scientific Research and Development Services

# Bioscience

- The University of Tulsa (TU) is one of 14 federally-designated Centers of Academic Excellence in Information Assurance and **Cyber Defense Education**. TU's Collins College of Business offers a minor in **Healthcare Informatics**.
- The **Innovation District** is an epicenter for collaboration, innovation, opportunity, and economic growth where research institutions, firms, and talent concentrate and connect.
- University Research Park is a springboard to further **biomedical research**. The campus has more than 700,000 square feet of modern research lab and office space and is home to more than 40 science-based companies.
- More than 300 researchers at **Oklahoma Medical Research Foundation** (OMRF) make ground-breaking discoveries as they explore the mysteries of human diseases including Alzheimer's, brain diseases, cancers, diabetes and lupus.

# Energy

- Oklahoma has been a leader and innovator in the **traditional energy** industry for 125 years.
- Oklahoma **companies specialize in** valves, pumps, motors, heat exchangers, flow meters, instruments, pipelines and pipes, hydrocarbon handling and processing equipment, weather risk mitigation and more.
- Oklahoma **produces 65% more energy** than it consumes (the national average consumes 635% more than it produces)
- Home to **67+ gas processing plants**, 13% of the US total, and 26,280 miles of pipeline
- **World's largest oil storage facility** in Cushing, Oklahoma
- **5 Petroleum refineries** with a combined capacity of more than 520,000 barrels per day (nearly 3% of the US capacity)

# Energy

- Oklahoma's energy expertise extends well **beyond traditional energy to wind, solar and other renewable sources**. With a centralized U.S. location in the wind and solar corridors and a diverse energy portfolio, Oklahoma is the ideal location for renewable energy operations.
- **9,048 MW installed wind capacity** in Oklahoma as of Q4 2020
- **#2 largest wind farm** in US (future Traverse Wind Energy Center in north-central Oklahoma at 999MW)
- **#6 in solar energy** potential in the U.S.
- **3,000+ sunny hours per year** – more than Florida, California and Texas in Oklahoma.

# Energy

- **Bioenergy:** Oklahoma State University's Bio-based Products and Energy Center is enhancing productivity for potential feedstocks, improving conversion technologies and optimizing the value of co-products and by-products.
- Seaboard Energy is finding alternative energy sources, including but not limited to, the production of biodiesel, renewable natural gas and compressed natural gas.
- **Hydrogen:** Newpoint Gas, LLC is taking steps to develop and integrate processes to produce clean water, electricity, and a hydrogen energy source from natural gas technologies.
- **Battery Storage:** The largest wind, solar, and storage project in the U.S. is being built by NextEra in Northwest Oklahoma. The Skeleton Creek energy production project will include a 250 MW wind farm, 250 MW solar farm, and a 200 MW battery facility.

# What We Can Do For You

- International site location assistance
- Incentive analyses
- Cost of doing business benchmark reports
- Customized site visits
- Market entry strategy assistance
- State and local partnerships
- International supplier/partner identification
- Workforce recruitment and hiring
- Regulatory and permitting assistance
- Foreign entrepreneur support



Geoff Camp  
Director of Aerospace and  
Defense  
Geoff.Camp@OKCommerce.gov



Sarah Short  
Automotive Specialist  
Sarah.Short@OKCommerce.gov



Sierra Simpson  
Agriculture Specialist  
Sierra.Simpson@OKCommerce.gov



Connie Lake  
Bioscience Specialist  
Connie.Lake@OKCommerce.gov



Christopher Suttle  
Energy Specialist  
Christopher.Suttle@OKCommerce.gov



Tina Lindsey  
Distribution & IT Specialist  
Tina.Lindsey@OKCommerce.gov