

# Yukon Economic Development Authority Agenda

Centennial Building - 12 South 5<sup>th</sup> Street

July 23, 2015 – 4:00 p.m.

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The City of Yukon strives to accommodate the needs of all citizens, including those who may be disabled. If you would like to attend this Council meeting but find it difficult to do so because of a disability or architectural barrier, please contact City Hall at 354-1895. We will make a sincere attempt to resolve the problem. If you require a sign-language interpreter at the meeting, please notify City Hall, 500 West Main, by noon, July 22, 2015.

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**Call to Order:** Ray Wright, Chairman

**Roll Call:** Ray Wright, Chairman  
John Nail, Vice-Chairman  
John Alberts  
Michael McEachern  
Mike Geers  
Rena Holland  
Tara Peters

**1. Consider approving the minutes of the June 18, 2015 Regular meeting.**

**ACTION**\_\_\_\_\_

**2. Consider approving a Professional Services Renewal Agreement between the Yukon Economic Development Authority and Center for Economic Development Law, for Legal Consulting Services, for the term of July 1, 2015 through June 30, 2016.**

**ACTION**\_\_\_\_\_

**3. Report from Executive Director with Related Discussion/Questions:**

- A. Fourth Quarter Status/Annual Report**
- B. Competitive Market Analysis Summary; Partners In Development**
- C. Status of Health Center Parkway**
- D. YEDA Departmental Expense Summary (handout)**
- E. FY 2015-2016 TIF Revenue Collections**
- F. FY 2015-2016 Hotel/Motel Tax Collections Updated Report**

**4. Informational Material**

- A. Oklahoma Department of Commerce Request for Information, Project Blue Marlin**

**5. Setting the date for the next Regular Economic Development Meeting for August 20, 2015 at 4:00 p.m., in the Council Chambers of the Centennial Building, 12 S. Fifth St.**

**6. Adjournment**

**Yukon Economic Development Authority  
June 18, 2015**

The Yukon Economic Development Authority met in regular session on June 18, 2015 at 4:00 p.m. in the Council Chambers of the Centennial Building, 12 South Fifth Street, Yukon, Oklahoma.

ROLL CALL: (Present) Ray Wright, Chairman  
Michael McEachern  
Mike Geers  
Rena Holland

(Absent) John Nail, Vice-Chairman  
John Alberts  
Tara Peters

OTHERS PRESENT:  
Grayson Bottom, City Manager Doug Shivers, City Clerk  
Amy Phillips, Administrative Assistant Josh Gotcher, Technology

Ray Wright welcomed Michael McEachern as our new City Council representative.

**1. Consider approving the minutes of the April 16, 2015 Regular meeting**

The motion to approve the minutes of the April 16, 2015 Regular meeting, was made by Mike Geers and seconded by Rena Holland.

**The vote:**  
**AYES: Geers, Holland, McEachern, Wright**  
**NAYS: None**  
**VOTE: 4-0**  
**MOTION CARRIED**

**2. Consider approving a Professional Services Renewal Agreement between the Yukon Economic Development Authority and Butzer Architects and Urbanism, LLC., for Master Planning Services for the Frisco Road Economic Development Project Plan, for the term of July 1, 2015 through June 30, 2016.**

Mr. Bottom stated this is the same as last year including same rates; pleased with their services.

The motion to approve a Professional Services Renewal Agreement between the Yukon Economic Development Authority and Butzer Architects and Urbanism, LLC.,

for Master Planning Services for the Frisco Road Economic Development Project Plan, for the term of July 1, 2015 through June 30, 2016, was made by Mike Geers and seconded by Rena Holland.

**The vote:**

**AYES: McEachern, Geers, Wright, Holland**

**NAYS: None**

**VOTE: 4-0**

**MOTION CARRIED**

**3. Report from Executive Director with Related Discussion/Questions:**

**A. YEDA FY 2015-2016 budget**

**B. Hotel/Conference Center Feasibility Survey, Partners in Development**

**C. ACOG - Area Wide Planning and Technical Advisory Committee, SmartCode presentation**

**D. Economic Development Administration Grant Application, Economic Development Program (ACOG) Memorandum**

**E. YEDA Departmental Expense Summary**

**F. FY 2014-2015 TIF Revenue Collections**

**G. FY 2014-2015 Hotel/Motel Tax Collections Updated Report (handout)**

Mr. Bottom stated the YEDA budget was approved by City Council. It's basically flat. There is an increase in the total budget amount. This is related to the Main Street efforts. We should have better revenues than projected. Our year to date is up 7.16% and could continue to increase. Oil prices have improved and our economy remains strong.

Partners in Development reported it may be too early for a Conference Center. However, a hotel could happen within the next fiscal year.

SmartCode is sweeping the nation. We should have a leg up, as early adopters.

Economic Development Administration is hard to deal with. We were invited to make final application and then received a denial letter. We will submit it again. Partnering with OKC makes a lot of sense.

YEDA expenses are right on target.

We have collected just over \$200,000.00 in TIF District for the year. Ray Wright asked how the City counts it. Mr. Bottom stated the Treasurer looks at state reporting to track individual business collections. We are ultimately 30 days behind. Late remittance causes hiccups. Collection periods are when collected by us, not remitted to the State. High collections in October are due to back to school sales. Wal-Mart Neighborhood Market opened in January with significant sales tax increase.

Hotel/Motel Tax not in. It shows up in bank account and has not been reported this month. Mr. Wright stated oilfield guests are down. However, hotel owners feel good about other traffic.

**4. Informational Material**

**A. Building Better Budgets/Growing Up Not Out (handout)**

**B. Available Retail Sites Location Map; June 2015 (handout)**

Mr. Bottom stated the handouts are informational items only.

**5. Changing the date for the next Regular Economic Development Meeting from July 16, 2015 to July 23, 2015 (due to City Manager's conference) at 4:00 p.m., in the Council Chambers of the Centennial Building, 12 S. Fifth St.**

Mr. Bottom mentioned CMAO conference is in Claremore. He saw requirements to host conference. We need to figure out the golf situation. We have the hotel, meeting space, and environment. We need to claim a golf course.

**6. Adjournment**

Mr. Wright invited all to Freedom Fest.



CENTER FOR ECONOMIC  
DEVELOPMENT LAW

James Dan Batchelor  
Leslie V. Batchelor  
Emily K. Pomeroy  
Lisa M. Harden  
Jeff Sabin  
OF COUNSEL  
John C. McMurry

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73102-3421  
405 232 4606 TELEPHONE  
405 232 5010 FACSIMILE  
www.econlaw.com

July 8, 2015

Mr. Larry Mitchell  
Executive Director  
Yukon Economic Development Authority  
458 West Main Street  
Yukon, Oklahoma 73099

Via email to: [lmitchell@cityofyukonok.gov](mailto:lmitchell@cityofyukonok.gov)

RE: Legal Consulting Services for Yukon Economic Development Authority

Dear Mr. Mitchell:

At your request, this letter lays out an updated scope of professional and legal services for the Center for Economic Development Law, PLLC (“CEDL”) to provide to the Yukon Economic Development Authority (“YEDA”) relating to the Frisco Road Economic Development Project Plan (“Project Plan”), the Urban Gateway SmartCode and Overlay Districts (“Urban Gateway Regulations”), and any other economic development projects for which the YEDA may request CEDL’s assistance.

CEDL will continue representation of YEDA by providing all legal services reasonably necessary relating to the Frisco Road Economic Development Project Plan and Tax Increment District Number One, City of Yukon and the Urban Gateway SmartCode and Overlay Districts, and any other economic development projects for which YEDA may request CEDL’s assistance. The necessity of professional and legal services to be provided will be determined by YEDA. Such services may include, but are not limited to:

1. Negotiation and preparation of economic development agreements within the increment district;
2. Advice on administration and financing;
3. Coordination with involved public officials and entities;
4. Preparation and revision of implementation checklists, procedural manuals, forms, and official action documents;
5. Assistance with financial reporting; and
6. Assistance with the preparation of any necessary revisions to the Project Plan or Urban Gateway Regulations.

Depending on the complexity of the project and extent to which YEDA assumes responsibility for these activities, this on-going work could be appropriately scoped to establish a reasonable and agreed-upon cost.

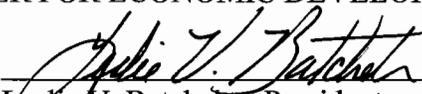
The cost of these services will be based on time and expense in accordance with the current CEDL fee schedule. A copy of the 2015 fee schedule is attached. Statements detailing the services provided will be submitted monthly. The services will consist only of undertakings authorized by YEDA. It is understood that services may be terminated at any time upon thirty (30) days' notice without any further liability except for services provided.

CEDL's mission as a firm is to assist communities in achieving their economic development objectives. We believe that successful representation means offering comprehensive legal advice about the proposed development project and implementation, regardless of what specific development tools our clients decide to utilize. We look forward to continuing to assist your community by working with you.

By our signature below, we are agreeing to this engagement. If you approve, please execute your acceptance in the space provided and return one original to our office. Thank you.

Very truly yours,

CENTER FOR ECONOMIC DEVELOPMENT LAW

By:  \_\_\_\_\_  
Leslie V. Batchelor, President

ACCEPTED THIS \_\_\_\_\_ DAY OF \_\_\_\_\_, 2015.

YUKON ECONOMIC DEVELOPMENT AUTHORITY

By: \_\_\_\_\_  
Larry Mitchell, Executive Director

**CENTER FOR ECONOMIC DEVELOPMENT LAW**

**2015 SCHEDULE OF PROFESSIONAL FEES**

*Hourly Rates*

Attorneys	James Dan Batchelor	(JDB)	\$ 250.00
	Leslie V. Batchelor	(LVB)	\$ 250.00
	Emily K. Pomeroy	(EKP)	\$ 200.00
	Lisa M. Harden	(LMH)	\$ 200.00
	Jeff Sabin	(JRS)	\$ 175.00
Of Counsel	John C. McMurry	(JCM)	\$ 195.00
Certified Legal Assistant	Nancy M. Dennis	(NMD)	\$ 95.00
Law Clerk/Legal Intern			\$ 95.00
Legal Assistant	Zach Christ	(ZJC)	\$ 55.00
Administrative Assistant	Olivia Gutierrez	(OAG)	\$ 45.00

*Reimbursement Expenses*

Reimbursement of actual and reasonable expenses



**DATE:** July 16, 2015

**FROM:** Larry Mitchell, YEDA Executive Director

**TO:** Yukon City Council

**RE:** Yukon Economic Development Authority Quarterly Report  
No. 4/Annual Report

### **MEMORANDUM**

The Memorandum of Understanding (MOU) between the City of Yukon and the Yukon Economic Development Authority requires the Authority to keep the City Council well informed about all major implementation projects or activities by providing a quarterly and annual report. The following narrative summary covers the Authority's financial report and project activities for the 2014-2015 fiscal year;

A. Financial Report:

The Authority has received sales tax collections in the amount of \$51,806.91 for the fourth quarter and revenues of \$202,191.71 for the fiscal year beginning July 01, 2014 (Exhibit 1). For FY 2015-2016, the Authority has set the annual revenue estimate at \$252,000 which reflects a full year of collections from the four (4) retail companies presently located in the District. The Authority also projects that at least one (1) new retail store will open in the TIF District during the next twelve months. Future development activity will be largely dependent upon the progress of the proposed Prairie West project and commercial activity locating along the extension of Health Center Parkway.

B. Adoption of Urban Gateway SmartCode:

The adoption of the Urban Gateway SmartCode and Overlay Ordinances by the Yukon City Council at the March 17<sup>th</sup> City Council Meeting completed the work initiated by the Authority in September of 2014. The two new ordinances will encourage the use of mixed-use development principles and practices in the community and requires that any new commercial/residential projects proposed within the Frisco Road TIF District to use the Urban Gateway SmartCode design standards.

To date, the City of Yukon is the only Oklahoma city to adopt this national template that promotes pedestrian friendly development and greater densities of residential/commercial buildings. This new design standard/concept reduces parking fields and transportation lanes while increasing public amenities and open spaces. As a result, the City of Yukon is being recognized as a leader in the region for introducing viable development options and backing the approach with adequate financial incentives.

C. EDA Economic Adjustment Grant:

During the third quarter report, the Authority discussed the submission of an EDA Economic Adjustment grant in partnership with the City of Oklahoma City. The proposed application was also supported by the Canadian County Commissioners and the Area Council of Governments (ACOG). The technical assistance grant called for an independent evaluation of potential industrial, warehousing, and business park locations between Frisco Road and the C. E. Page Airport.

Unfortunately, the Authority learned in late April that the EDA grant application was denied due to financial constraints announced by the EDA Regional Office in Austin, Texas. The EDA Regional Office received seventeen (17) applications during the third quarter and could only approve and fund one application in Oklahoma. Our recommendations, given the

lack of federal funding for the program this fiscal year, is that the Authority delay sending/submitting a revised grant application until October.

Hopefully, a new federal budget year and a Presidential election will provide some additional project funds for the EDA Austin region.

D. Phase I – Hotel/Conference Center Feasibility Study:

In early May, the Authority entered into an agreement with Partners In Development to undertake a Phase I-Feasibility Study for a proposed hotel/conference center. The initial scope of work includes an electronic survey designed to measure market demand in Canadian County and to assess current lodging facilities that may lack the full service operations the City of Yukon wants to provide as a part of the Frisco Road development project.

The timing of this feasibility study fits very well with the City's commitment to build a regional sports complex at Frisco Road and U.S. Route 66. In fact, the Market Feasibility and Economic Impact Analysis issued on May 1, 2015 by CSL International includes a discussion of hotel rooms needed to support regional tournaments. CSL International states on page 18 of their report; "However, of the 2,300 hotel rooms within 15 miles of the proposed sports complex site, only 624 are located in the 73099 zip code. In order for the Yukon Sports Complex to generate significant economic impact dollars from regional tournaments and capture out-of-town spending, it will be important to increase the number of hotel nights within the community. The proposed 220 acre commercial site (Prairie West) adjacent to I-40 in Yukon is the first step in increasing hotel room nights."

The merging of additional hotel accommodations with the completion of the regional sports park is in some respects a "chicken and egg" proposition. Yukon may not be able to host a major sports event tournament without at least an additional 400 hotel rooms but opening a new hotel facility too early creates an oversupply problem for potential developers. It is a great

problem to have and the two feasibility studies will help Yukon solve the “timing” issue.

Finally, we anticipate that the Phase I – Feasibility Study will be finished by August 1<sup>st</sup> now that the electronic survey of 650 area businesses and associated groups has been completed. The results will help the Authority determine the appropriate scale and type of full-service facility needed to support the mixed-use development proposed in the Frisco Road growth corridor.

E. Yukon Community Analysis – April 2015:

A complete Yukon Community Profile and Retail Gap Analysis was delivered to the City Council in April. The Authority updates this economic activity report every six months and uses the growth trends to recruit potential commercial businesses that are not currently located in the OKC metro. The two most common requests from the Economic Development Office are for drive time demographics and for household income.

We summarize this thirty page report into a three/four page handout that can easily be emailed to commercial brokers and company representatives. Currently, the Authority is producing a four page market brochure that also identifies 30 retailers currently located in the I-40 corridor (Exhibit 2).

F. Design Theme for Health Center Parkway:

The long awaited and greatly anticipated completion of the Health Center Parkway extension project will provide the primary entrance into the proposed Prairie West development. The next step for the Authority will be to establish or select a design theme and appropriate landmarks that highlight the regional shopping and entertainment venues that will locate in Yukon's newest mixed-used development complex. During the next two months, the Authority will work with Hanz Butzer and his firm to outline three or four design concepts for the community to consider. All thoughts, ideas, and suggestions are welcome.

G. Appointment of new Trustee:

In June, the City Council appointed Michael McEachern to fill the vacancy of Trustee #1, as one of the two City Council representatives to the Authority. Under the Trust Indenture, Trustee #1 was appointed to an initial four (4) year term that expires or ends on June 30, 2017. Trustee McEachern shall serve the remaining two (2) years of the initial term and all subsequent terms shall be for a term of six (6) years ending on June 30<sup>th</sup> of the sixth year.

**\*Note:** A complete chronology of the Authority's activities and actions related to the Frisco Road TIF District is provided as (Exhibit 3).

**YUKON ECONOMIC DEVELOPMENT AUTHORITY  
FRISCO ROAD TIF PROJECTED BUDGET FY15-16**

Exhibit 1

Financial Activity Report - July 2015

**TIF DISTRICT REVENUES**

Account Number	Tax Revenue	2014-2015 Estimated	2014-2015 Actual	2015-2016 Estimated	Current Monthly Collection	2015-2016 Total
	<b>Sales Tax</b>	350,000.00	202,191.71	252,000.00	18,115.25	18,115.25
	<b>Use Tax</b>	30,000.00	0	15,000.00	0	0
	<b>Hotel/Motel Tax</b>	0	0	0	0	0
	<b>Total</b>	<b>380,000.00</b>	<b>202,191.71</b>	<b>267,000.00</b>	<b>18,115.25</b>	<b>18,115.25</b>

\*2015-2016 Estimated Sales Tax Revenue derived from Jan.-Jul. 2015 revenue, doubled

**TIF DISTRICT EXPENDITURE**

Account Number	Expenditure	2014-2015 Estimated	2014-2015 Actual	2015-2016 Estimated	2015-2016 YTD Actual	Project Balance
<b>Public Improvements</b>						
	Extension of Health Center Parkway	300,000.00	0	300,000.00	0	
	<b>Total</b>					<b>25,000,000.00</b>

<b>Development Assistance</b>						
	NA	0	0	0	0	
	<b>Total</b>					<b>10,000,000.00</b>

<b>Project Implementation</b>						
	*Professional Services - Review Prairie West Master Plan	30,000.00	0	30,000.00	0	
	<b>Total</b>					<b>1,000,000.00</b>

<b>Program Contingency</b>						
	NA	0	0	0	0	
	<b>Total</b>					<b>1,000,000.00</b>

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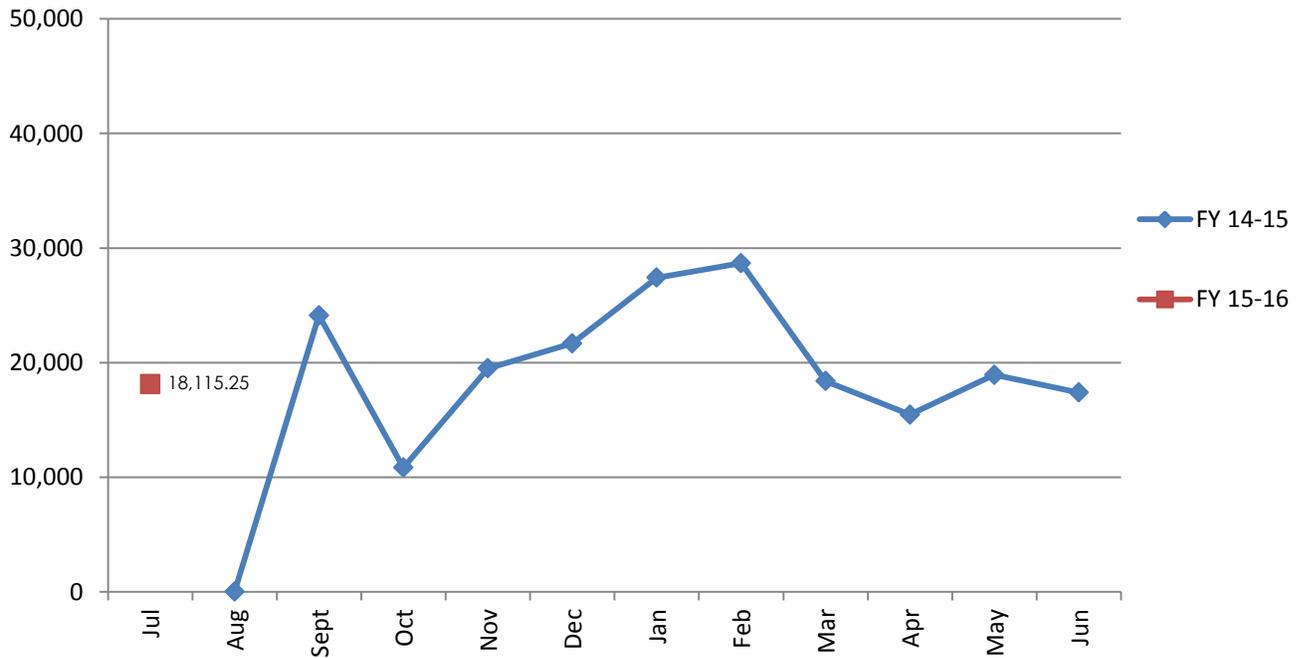
<b>Total</b>	<b>330,000.00</b>	<b>0</b>	<b>330,000.00</b>	<b>0</b>	<b>37,000,000.00</b>
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**YUKON ECONOMIC DEVELOPMENT AUTHORITY  
FRISCO ROAD TIF PROJECTED BUDGET FY15-16**

**ELIGIBLE EXPENSES**

Project Number	Pending Obligation	2014-2015 Proposed	2014-2015 Actual	2015-2016 Proposed	2015-2016 YTD Actual	Remaining Balance
30715(04) (ODOT)	<b>Phase 1 design-I40/Frisco</b>	750,000.00	0	750,000.00	0	0
30715(04) (ODOT)	<b>Phase 2 design-I40/Frisco</b>	965,000.00	0	965,000.00	0	0
30715(04) (ODOT)	<b>Construction of I40/Frisco Road</b>	5,600,000.00	0	5,600,000.00	0	0
E232.00 (City/Triad)	<b>Engineering for Health Center Parkway/Prairie West Boulevard</b>	124,560.00	0	124,560.00	0	0
	<b>Total</b>	<b>7,439,560.00</b>	<b>0</b>	<b>7,439,560.00</b>	<b>0</b>	<b>0</b>

**TIF District Revenues - FY Comparison  
FY 14-15 - FY 15-16YTD**





# Yukon, Oklahoma

The City of Yukon is a suburb on the western boundary of Oklahoma City. It is located on Interstate 40 and is a quick 15 minute drive from downtown Oklahoma City. The western loop of the Kilpatrick Turnpike is nearby. Yukon is located in Canadian County, which is the fastest growing area in the state of Oklahoma.

Yukon's potential 200+ acre commercial site is adjacent to I-40 and offers many attributes. It benefits directly from the increasing Oklahoma City metro area traffic counts and the growing volume of traffic from the western Oklahoma communities into the metro area. The site is also convenient to several expanding residential neighborhoods located in Yukon, western Oklahoma City, Mustang, and El Reno.

## FRISCO ROAD RETAIL TIF DISTRICT



## CANADIAN COUNTY ECONOMIC DATA

Median Household Income:	\$63,629
State Median Household Income	\$45,339
Households making \$200,000 or more	3.3%
2013 County Unemployment Rate	4.6%
2014 County Unemployment Rate	3.9%

## METRO GROWTH FORECAST

<b>Recent Growth (2005-2010)</b>
- Added 66,080 Residents
<b>Projected Growth (2010-2040)</b>
- Add 450,000 residents
- Add 270,000 jobs

## FOR MORE INFORMATION CONTACT:

Grayson Bottom  
City Manager  
gbottom@cityofyukonok.gov

City of Yukon, Oklahoma  
405.350.4700  
www.cityofyukonok.gov

Tammy Kretchmar DeSpain  
Assistant City Manager  
tdespain@cityofyukonok.gov

Larry Mitchell  
YEDA Executive Director  
lmitchell@cityofyukonok.gov





# Yukon is thriving.

### YUKON PRIMARY TRADE AREA

April 2014

65% of Closest Customers  
2013 Census Estimate (14 Minute Drive Time)

2013 Population:	105,440
2013 Median Household Income:	\$57,041
2013 Employees:	50,133
2011 Traffic Count: VPD (Mustang Rd.)	59,500

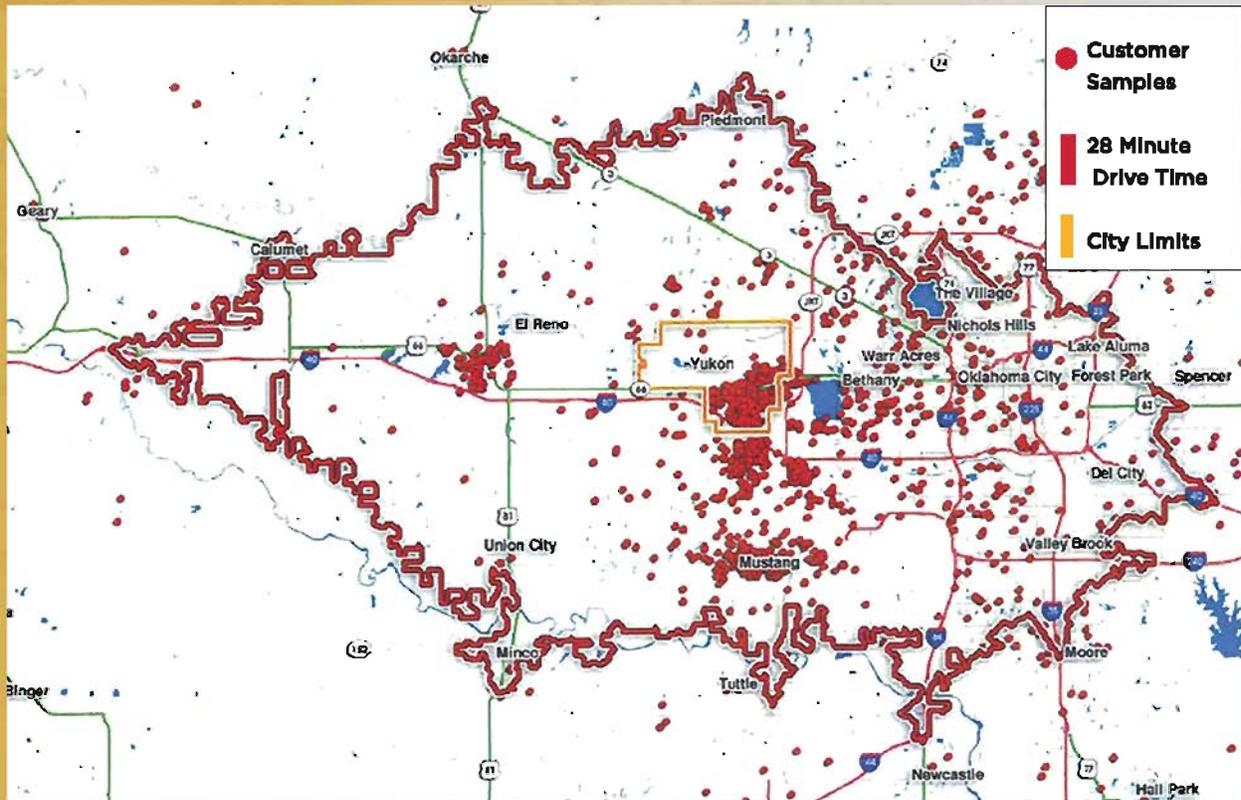
### YUKON SECONDARY TRADE AREA

April 2014

85% of Closest Customers  
2013 Census Estimate (28 Minute Drive Time)

2013 Population:	611,933
2013 Median Household Income:	\$48,368
2013 Employees:	396,919
2011 Traffic Count: VPD (Mustang Rd.)	59,500

### YUKON, OKLAHOMA SECONDARY RETAIL TRADE AREA



### Yukon is within the defined Oklahoma City metropolitan area, which experts say is:

- Yukon ranked No. 3 "Best Places to Live in the State" according to Movoto Blog, February 2014.
- CNN Money ranked Canadian County as the 25th fastest growing county in America for job growth.
- Ranked 7th as "Best Metros for Small Business" according to The Business Journals, April 2014.
- 9th among America's most affordable cities according to Forbes, March 2014.
- Listed 7th on CNN Money's "10 Fastest Growing Cities" list, March 2014.
- Ranked No. 9 on NerdWallet.com's "10 Best U.S. Cities for Job Seekers" list, January 2014.
- Yukon ranked #42 in the top 50 U.S. Suburbs by Caldwell Banker, 2014.



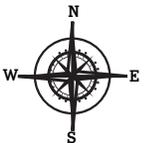
# Yukon's available retail sites



**Disclaimer**

The City of Yukon provides this mapping for your convenience. The data is to be used for general reference only. All data is provided as is, with all faults, and without warranty of any kind, expressed or implied, including but not limited to, the implied purpose. The City of Yukon does not warrant that the GIS data will meet your requirements. Verifying the accuracy of all information through official sources is the responsibility of the user, without any claims of completeness or accuracy. Persons using information provided by the City of Yukon GIS Department acknowledge that any use of this information will be at their own risk and agree to hold harmless the City of Yukon from any liability or damages that result from the use of this information.

 Open Sites  
 Yukon City Boundary



- |   |  |  |  |  |  |
|---|--|--|--|--|--|
| 1  | 6   | 11  | 16  | 21  | 26  |
| 2  | 7   | 12  | 17  | 22  | 27  |
| 3  | 8   | 13  | 18  | 23  | 28  |
| 4  | 9   | 14  | 19  | 24  | 29  |
| 5  | 10  | 15  | 20  | 25  | 30  |

-  cityofyukonokgov
-  @cityofyukonok
-  @cityofyukonokgov



cityofyukonok.gov | 405.350.4700

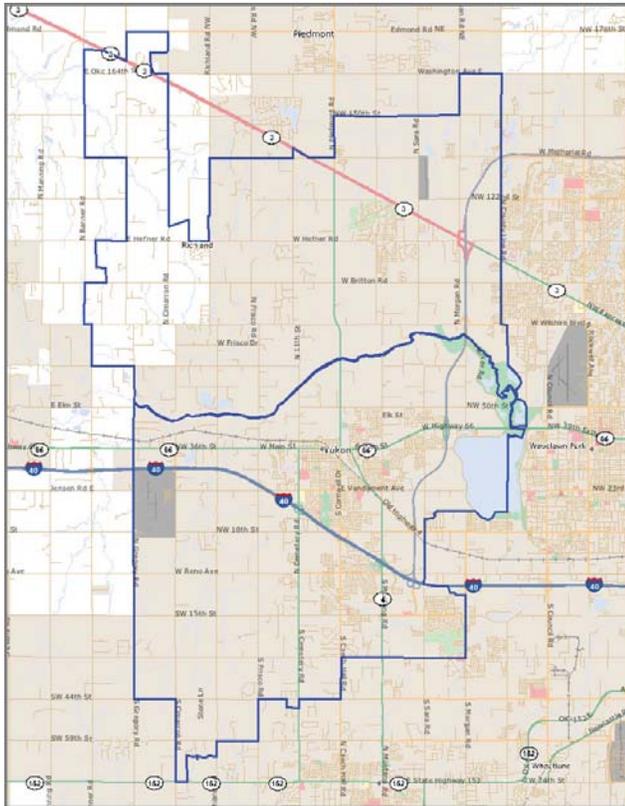
June 2015



# YUKON, OKLAHOMA MARKET DEMOGRAPHIC REPORT



## Yukon Zip Code Area 73099



### Contact Information

Larry Mitchell  
 Yukon Economic Development Authority  
 (405) 350-4700  
[lmitchell@cityofyukonok.gov](mailto:lmitchell@cityofyukonok.gov)

### Market Outlook By Establishment Type

Establishment Type	GAP
Grocery Stores	\$54,400,166
Department Stores	\$34,299,329
Health & personal care stores	\$19,696,177
Building material & supplies dealers	\$19,510,636
Clothing Stores	\$15,635,781
Full-service restaurants	\$14,259,945
Other miscellaneous store retailers	\$12,078,702
Home furnishings stores	\$9,748,433

### Population—Demos 4th Qtr 2014

City Limit Population	25,242
City Daytime Population	19,966
Trade Area Population	68,044
Population Change 2010-14 City Limits	11.16%
Population Change 2010-14 Trade Area	18.56%

### Households - Trade Area

Average Household Income	\$75,099
Median Housing Value	\$152,924
Owner Occupied	72.65%

### Education Levels - Trade Area

High School	11,284
Bachelors Degree	9,596
Post Bachelors Degree	3,458

### Business & Employees - Trade Area

Workplace Employees	13,869
Workplace Establishments	1,256
Average Salary	\$39,846

### Workforce Availability - Trade Area

In Labor Force	37,341
Unemployment Rate	3.39%

### Distance to Major Metro Areas

Oklahoma City	17 miles
Tulsa	118 miles
Dallas, TX	203 miles



**08-06-13: Yukon City Council Meeting**

- Consider approving the Trust Indenture to establish the Yukon Economic Development Authority and accepting the initial roster of Trustees.  
*Vote unanimous; 5-0*

**09-03-13: Yukon City Council Meeting**

- Consider and approve Resolution 2013-11, a Resolution approving the Trust Indenture creating the Yukon Economic Development Authority ("Authority"); approving and accepting beneficial interest for the City of Yukon, Oklahoma in the Authority; and appointing trustees of the Authority.  
*Vote unanimous; 5-0*

**09-05-13: Yukon Economic Development Authority Special Meeting**

**09-17-13: Yukon City Council Meeting**

- Consider and approve Resolution 2013-13, a Resolution declaring the intent to consider approval of a project and creation of a Tax Increment District or Districts under the Local Development Act; directing preparation of a project plan; appointing a Review Committee; directing the Review Committee to make findings as to eligibility and financial impact, if any, on taxing jurisdictions within the district; and directing the review committee to make a recommendation with respect to a proposed project and project plan.  
*Vote unanimous; 4-0; Council member McEachern absent*

**10-24-13: Frisco Road Economic Development Project Plan Review Committee Special Meeting**

**10-24-13: Yukon Economic Development Authority Special Meeting**

**11-21-13: Frisco Road Economic Development Project Plan Review Committee Special Meeting**

**11-21-13: Yukon Economic Development Authority Special Meeting**

- Consider accepting resignation of Donna Yanda, Trustee No. 4.  
*Vote unanimous; 4-0; Trustee Holland and Alberts absent*

**12-18-13: Frisco Road Economic Development Project Plan Review Committee Special Meeting**

- (Draft 12-18-13, Eligibility Report/Proposed Project & Increment Area reviewed)

**12-18-13: Yukon Economic Development Authority Special Meeting**

**01-15-14: Frisco Road Economic Development Project Plan Review Committee Special Meeting**

- (Draft 01-10-14, Proposed Budget & Draft 12-18-13, Project Plan Eligibility report reviewed)

**01-23-14: Frisco Road Economic Development Project Plan Review Committee Special Meeting**

- Review, consideration, and possible action to approve Findings Regarding Eligibility and Financial Impact and Resolution 2014-01 Recommending Approval of Project Plan.  
*Vote unanimous; 6-0*

**01-23-14: Yukon Economic Development Authority Regular Meeting**

- Tara Peters appointed to fill Trustee No. 4 vacancy.  
*Vote unanimous; 6-0; Trustee Nail absent*

**02-01-14:** Public Notice of Hearings featured in the *Yukon Review*; page 10B; Legals.

**02-10-14:** Yukon Planning Commission Regular Meeting

- Consideration of resolution PC-2014-01, determining that the Frisco Road Economic Development Project Plan is in conformance with the comprehensive plan for the City of Yukon and recommending approval and adoption of the Frisco Road Economic Development Project Plan.  
*Vote unanimous; 5-0*

**02-18-14:** Yukon City Council Meeting

- **Public Hearing:** Presentation of the Proposed Frisco Road Economic Development Project Plan by Leslie Batchelor, Development Counsel to the City of Yukon, and Larry Mitchell, Director, Yukon Economic Development Authority, for the Purpose of Providing Information and to Answer Questions From Any Interested Persons about the Proposed Project Plan. *-1 Patron with questions*
- Consideration, Approval and Announcement of March 4, 2014, as the Date of the Second Public Hearing and Presentation of the Project Plan, at which Any Interested Persons Shall Have the Opportunity to Be Heard in Support of or opposition to the Proposed Project Plan Prior to Any Council Action with Regard to adoption of the Proposed Project Plan.  
*Vote unanimous; 5-0*

**02-27-14:** Yukon Economic Development Regular Meeting – **Canceled**

**02-28-14:** Project Plan Goals/ March 4<sup>th</sup> Public Notice Hearing sent out in the Yukon Utility Bill.

**03-04-14:** Yukon City Council Meeting

- **Public Hearing:** Presentation of the Proposed Frisco Road Economic Development Project Plan by Leslie Batchelor, Development Counsel to the City of Yukon, and Larry Mitchell, Director, Yukon Economic Development Authority, at which Any Interested Persons Shall Have the Opportunity to Be Heard in Support of or Opposition to the Proposed Project Plan Prior to Any Council Action with Regard to Adoption of the Proposed Project Plan.  
*-3 Patrons spoke*
- Consider approving Ordinance No. 1297, an Ordinance approving and adopting the Frisco Road Economic Development Project Plan; Designating and adopting the Project Area and Increment District Boundaries; Establishing a date for the creation of Increment District No. one (1), City of Yukon; Authorizing the City of Yukon as the principal entity to carry out and administer the Project Plan; Establishing a Tax Apportionment Fund; Declaring apportioned funds to be funds of the City of Yukon; Authorizing the use of Sales, Use, and Hotel Occupancy Tax Increment Revenues for the payment or financing of certain project costs; Authorizing the use of other resources to pay for or finance project costs; Authorizing the Yukon Economic Development Authority to issue bonds and carry out certain provisions of the Project Plan; Ratifying and confirming the actions, recommendations and findings of the Review Committee and the Planning Commission; Providing for severability and declaring an emergency.  
*Vote unanimous; 4-0; Council member Yanda absent*
- Consider approving the Emergency Clause of Ordinance No. 1297.  
*Vote unanimous; 4-0; Council member Yanda absent*

**03-11-14:** Notice of Creation of TIF and approval of Project Plan sent to the Oklahoma Tax Commission (Ordinance 1297 included).

**03-13-14:** Yukon Chamber Luncheon Presentation, "Road to Change".

**03-27-14:** Yukon Economic Development Regular Meeting

- Discuss, review, and approve Draft Request for Proposal for Master Planning Services (RFP 2014-01) and authorize the Executive Director to advertise for proposals.  
*Vote unanimous; 7-0*

**03-28-14:** 22 copies of RFP2014-01 mailed out; RFP listed in Dodge Report, Southwest Construction News, and 03-29-14 edition of Yukon Review.

**04-14-14:** Due date and Opening of RFP2014-01 at the Centennial Building at 4PM (4 responses).

**04-22-14:** Interviews conducted with the four firms who submitted responses to RFP 2014-01.

*-Trustee Holland was present for 3 interviews*

**04-24-14:** Yukon Economic Development Regular Meeting

- Consider approval of a professional planning service firm as recommended by the Executive Director, and authorizing the Chairman to execute a professional service contract, for a period of one year, beginning July 1, 2014, contingent upon the approval by the City of Yukon.  
*Vote unanimous; 5-0; Trustee Smith & Trustee Peters absent*
- Review and discuss the proposed Memorandum of Understanding (MOU), regarding the Frisco Road Economic Development Project Plan, between the City of Yukon and the Yukon Economic Development Authority.  
*\*Approved to place on City Council Agenda 05/06/14 under City Manager's report*

**05-06-14:** Yukon City Council Meeting

- Consider approving a Real Estate Donation Agreement between the City of Yukon and the Archdiocese of Oklahoma City, located at the Northeast Quarter (NE ¼) of Section (30), Township Twelve North (T12N), Range 5 West of the Indian Meridian (R5W1M) Canadian County, Oklahoma (near the Intersection of I-40 and Frisco Rd.), at no financial cost to the City.  
*Vote unanimous; 5-0*
- Consider approving an Agreement with the State of Oklahoma Department of Commerce/Oklahoma Main Street Center, for the Associate Main Street Program, for State assistance in the revitalization of the downtown/urban area of the City of Yukon, for the term of July 1, 2014 through June 30, 2015.  
*Vote unanimous; 5-0*
- Consider approving a Professional Services Agreement between the Yukon Economic Development Authority and Butzer Gardner Architects, LLC and Johnson & Associates, Inc., for Master Planning Services for the Frisco Road Economic Development Project Plan, for the term of July 1, 2014 through June 30, 2015.  
*Vote unanimous; 5-0*

**05-22-14:** Yukon Economic Development Regular Meeting - **Canceled**

**05-22-14:** Yukon City Council Special Meeting

- Consider approving the Memo of Understanding (MOU) between the City of Yukon, a municipal corporation, and the Yukon Economic Development Authority, a public trust, as to define the relationship and the responsibilities of the Parties, with respect to implementation of the Frisco Road Economic Development Project Plan.  
*Item Tabled until June 3, 2014 meeting; Vote unanimous; 4-0; Council member Ken Smith absent*

**06-03-14:** Council Study Session and Regular Yukon City Council Meeting

- Study Session: Discussion with Butzer Gardner Architects concerning Frisco Road Master Planning Concepts and Design Objectives.
- Real Estate Donation Agreement and Special Warranty Deed from Integris Rural Health, Inc. approved.
- Consider approving a Memo of Understanding between the City of Yukon, a Municipal Corporation, and the Yukon Economic Development Authority, a Public Trust, as to define the relationship and the responsibilities of the Parties, with respect to implementation of the Frisco Road Economic Development Project Plan.  
*Item approved subject to the following revisions: specified limit of spending, change of wording - redevelopment to development, and add time frame to phrase reasonably requested; monthly report on accounting side and quarterly general reports and annual review of agreement.*  
*Vote unanimous; 5-0*

**06-17-14:** Yukon City Council Meeting

- Consider approving the Mayor's nomination of a Yukon City Council representative, for the Yukon Economic Development Authority Trustee No. 2, for the term of July 1, 2014 through June 30, 2020.  
*Vote unanimous; 5-0; John Alberts re-appointed*

**06-26-14:** Yukon Economic Development Regular Meeting

- Memorandum of Understanding approved by YEDA.  
*Vote unanimous; 4-0; Chairman Wright, Trustee Alberts, & Trustee Peters absent*

**06-30-14:** City Council Members responses to Master Plan Questions (proposed at June 03, 2014 Study Session) sent to Butzer Gardner Architects.

*\*Council member McEachern did not give a response*

**07-24-14:** Yukon Economic Development Regular Meeting

- Review and discuss a proposed set of community survey questions designed to assist the Authority in the development of a Frisco Road Master Plan.  
*\*Authority approved the survey subject to a revision; adding an introductory paragraph stating that the proposed survey and pictures are just an idea/example of possible options going forward. The survey is intended to gather ideas to help the Authority create a more unified concept.*

**07-30-14:** Community Design Study (survey) for the Frisco Road Retail Development was posted to the City of Yukon's website (received 125 responses as of 5:21 p.m., 07-31-14); added to Channel 20 on 08-04-14; added to Yukon Chamber Website on 08-08-14.**08-05-14:** Yukon City Council Meeting

- Consider approving Resolution 2014-15, a Resolution to execute Project Agreement No. 30715(04), by and between the City of Yukon and the Oklahoma Department of Transportation, for construction of an Interchange at I-40 and Frisco Road, 4.5 miles west of Kilpatrick Turnpike Interchange in Canadian County, with the City's obligation amount of \$5,600,000.00, plus preconstruction costs to include planning, design, engineering, right-of-way acquisition, utility relocation, and environmental clearance, to be paid from the Frisco Road Tax Increment Financing (TIF) District  
*Vote unanimous; 4-0; Council member Yanda absent*

**08-07-14:** Agreement No. 30715(04) hand delivered to the Oklahoma Department of Transportation.**08-12-14:** Agreement No. 30715(04) signed by the Oklahoma Department of Transportation.**08-19-14:** Yukon City Council Meeting

- Consider approving a Contract for Professional Services with Triad Design Group, Inc. to provide studies, surveys, preliminary plans for plan-in-hand, and hydraulics for the **Phase I design of the I-40 and Frisco Road Interchange**, at a cost of \$750,000.00, as recommended by the City Manager  
*Vote unanimous; 5-0*
- Consider approving a Contract for Professional Services with Triad Design Group, Inc. to provide studies, final construction plans, estimates, geotechnical evaluation and general engineering for the **Phase II design of the I-40 and Frisco Road Interchange**, at a cost of \$965,000.00, as recommended by the City Manager  
*Vote unanimous; 5-0*

**08-31-14:** Community Design Study (survey) for the Frisco Road Retail Development information included in the Yukon utility bill insert.**08-28-14:** Yukon Economic Development Regular Meeting

- YEDA meeting time/date change: Third Thursday at 4 P.M.  
*Vote unanimous; 6-0; Trustee Alberts absent*

**09-17-14:** Community Design Study (survey) for the Frisco Road Retail Development ended. Posted 51 days with 717 responses collected.**09-18-14:** Yukon Economic Development Regular Meeting

- Consider approving Resolution No. 2014-19, a Resolution authorizing the adoption of the City of Yukon's Purchasing Ordinance establishing accounting procedures and expenditure limitations for the Yukon Economic Development Authority.

*Vote unanimous; 4-0; Trustee Smith, Trustee Alberts, & Trustee Peters absent. (Trustee Alberts arrived after vote).*

- Review and discuss a preliminary draft of the Authority By-Laws; draft 09.15. 2014.
- First substantial report of TIF revenue collections with \$24,124.63 collected.

#### 10-16-14: Yukon Economic Development Regular Meeting

- Review and Discuss Yukon's Commercial PUD Ordinance and possible options for the development of a project master plan for the Frisco Road TIF District.
- Discuss the possible development of an Economic Assistance Program for small business start-ups, as requested by Trustee John Alberts.
- Acceptance of 1<sup>st</sup> YEDA Quarterly Report.

*\*An example was asked to be drafted for the next meeting regarding the PUD special district. The YEDA office will look into possible local outlets/organizations for discussion of small business star-ups, retention, etc.*

#### 10-20-14: Frisco Road Community Survey results shared on Channel 20.

#### 10-21-14: Yukon City Council Meeting

- Consider approving the Yukon Municipal Authority action pertaining to a Purchase and Sale Agreement between the Yukon Municipal Authority and Development23 LLC, for a 3.33 acre (approximately) parcel of land located in Canadian County, OK, south of Interstate 40 and west of Integris Canadian Valley Hospital, as recommended by the City Manager (Item 2A from the YMA docket above)  
*Vote unanimous; 5-0*      Closed on December 01, 2014
- First YEDA quarterly report delivered.

#### 11-20-14: Yukon Economic Development Regular Meeting

- Review and Discuss a Draft Ordinance establishing the proposed Urban Gateway District.
- Recommendation made to engage in the Junior Achievement program as guest speakers. Outreach completed 03-31-15.

#### 12-02-14: Yukon City Council Meeting

- Consider approving an Expenditure of Funds, in an amount not to exceed \$2,000,000.00, for construction of the extension of Health Center Parkway including water, sewer, drainage improvements and utility relocation, to be constructed by Brewer Construction Oklahoma, under the terms of the Brewer Construction Oklahoma unit pricing contract, as recommended by the Yukon Economic Development Authority Director  
*Vote unanimous; 5-0*      HCP Extension Construction start date – December 05, 2014

#### 12-16-14: Yukon City Council Meeting

- Consider approving Resolution No. 2014-23, a Resolution to be submitted to ACOG for Surface Transportation Program Urbanized Area (STP-UZA) Project (adding a third lane on Garth Brooks Blvd. from Andrew Dr. to Health Center Parkway)  
*Vote unanimous; 4-0; Council member Alberts absent.*  
*\*Executed resolution mailed to AGOG on 12/18/14.*

#### 12-18-14: Yukon Economic Development Regular Meeting

- Consider approving Resolution No. 2014-26, a Resolution recommending the approval of proposed amendments to the City of Yukon zoning ordinance that will allow for the creation of a Form-Based Code overlaying the Frisco Road Economic Development Project Plan Project Area.  
*Vote unanimous; 6-0; Trustee Alberts absent*  
*\*\*Pending amendment to draft 12-12-2014 as requested by the Trustees regarding the definition of "variance" as well as option for individual land owners regarding the smart code ordinance. **Resolution was not executed.***

#### 01-02-15: Property Owner letters mailed regarding the proposed Urban Gateway Smart Code informational meeting; 10 property owners notified.

**01-08-15:** Urban Gateway Smart Code Informational meeting with TIF Property owners; Development Services; 2:00 p.m.; 3 property owners attended

**01-12-15:** Introduction to Urban Gateway Smart Code memorandum and support documents handed out to Yukon Planning Commission for review.

**01-15-15:** Yukon Economic Development Regular Meeting

- Review and Discuss final draft of Yukon Urban Gateway Smart Code Ordinance and take any action as deemed necessary and appropriate by the Trustees.  
*Vote unanimous; 5-0; Trustee Geers & Peters absent*
- Consider approving Resolution No. 2014-26, a Resolution recommending the approval of proposed amendments to the City of Yukon zoning ordinance that will allow for the creation of a Form-Based Code overlaying the Frisco Road Economic Development Project Plan Project Area.  
*Vote unanimous; 5-0; Trustee Geers & Peters absent*
- Acceptance of 2<sup>nd</sup> YEDA Quarterly Report.

**01-20-15: Yukon City Council Meeting**

- 2<sup>nd</sup> YEDA Quarterly report delivered

**01-21-15:** Urban Gateway Smart Code 02/09/15 Public Hearing (Planning Commission) notice published in The Yukon Review.

**01-22-15:** Yukon Planning Commission Special Meeting

- Yukon Planning Commission Study Session – RE: Urban Gateway SmartCode/Ordinance

**02-09-15:** Yukon Planning Commission Regular Meeting: **SmartCode Ordinance Public Hearing**

**02-11-15:** 03/09/15 Planning Commission Public Hearing notice published in Yukon Review: relating to a recommendation to the Yukon City Council regarding certain amendments to the City of Yukon Zoning Ordinance that will: (1) allow for the implementation of the proposed Urban Gateway SmartCode regulations; (2) create a new overlay supplemental district called the "Urban Gateway Overlay Supplemental District" which will mandate specific design principles and will establish the boundaries of the Urban Gateway Overlay Supplemental District, thereby amending the City's official zoning map accordingly; and (3) will create a new series of zoning designations for properties under the proposed Urban Gateway SmartCode.

**02-19-15:** Yukon Economic Development Regular Meeting

**03-03-15: Yukon City Council Meeting**

- Consider approving Resolution No. 2015-03, a Resolution authorizing the submission of an Economic Development Technical Assistance Grant, to the US Department of Commerce, for the purpose of performing a comprehensive property assessment of approximately 3,000 acres of land located along the I-40 transportation corridor between Frisco Road and Banner Road  
*Vote unanimous; 4-0; Council member Ken Smith absent*

**03-09-15:** Yukon Planning Commission Regular Meeting: **SmartCode Ordinance Public Hearing**

-1 Patron with questions

- ITEM: TO HEAR A REQUEST ESTABLISHING THE SMARTCODE DISTRICT REGULATIONS FOR LAND USE; SMARTCODE REGULATIONS TO BE MANDATORY WITHIN THE URBAN GATEWAY OVERLAY SUPPLEMENTAL DISTRICT UNLESS SPECIFICALLY EXEMPTED OR UNLESS CONTIGUOUS DEVELOPABLE LAND AREA, BY OWNERSHIP, DOES NOT MEET MINIMUM SIZE REQUIREMENTS FOR COMMUNITY SCALE PLANS; SMARTCODE REGULATIONS TO BE OPTIONAL FOR ALL REMAINING DEVELOPMENT AREAS WITHIN THE CITY OF YUKON.  
*Vote unanimous; 5-0*
- ITEM: TO HEAR A REQUEST TO AMEND APPENDIX A – ZONING ORDINANCE, SECTIONS 201.1, 401.3, 404.1, 406.1 TO PROVIDE FOR CONSISTENCY WITH THE CITY OF YUKON SMARTCODE; AND ENACTING NEW SECTION 607 AND NEW SECTION 608, PROVIDING FOR THE CREATION OF A NEW URBAN GATEWAY OVERLAY SUPPLEMENTAL DISTRICT AND PROVIDING FOR NEW ZONING DESIGNATIONS CORRESPONDING

WITH THE CITY OF YUKON SMARTCODE TRANSECTS; ESTABLISHING BOUNDARIES FOR THE URBAN GATEWAY OVERLAY SUPPLEMENTAL DISTRICT.

*Vote unanimous; 5-0*

**03-10-15:** EDA Economic Development Technical Assistance Grant submitted to ACOG.

**03-17-15: Yukon City Council Meeting**

- Consider approving Ordinance No. 1315, an Ordinance adopting the SmartCode; establishing the SmartCode (SC) District regulations for land use; SmartCode regulations to be mandatory within the Urban Gateway overlay Supplemental District unless specifically exempted or unless contiguous developable land area, by ownership, does not meet minimum size requirements for community scale plans; SmartCode regulations to be optional for all remaining development areas within the City of Yukon; repealing conflicting ordinances and resolutions; providing for severability and Declaring an Emergency  
*Vote unanimous; 5-0*
- Consider approving the Emergency Clause of Ordinance No. 1315  
*Vote unanimous; 5-0*
- Consider approving Ordinance No. 1316, an Ordinance providing amendment to the Code of Ordinances of the City of Yukon, Oklahoma by amending Appendix A – Zoning Ordinance, Sections 201.1, 401.3, 404.1, and 406.1 to provide for consistency with the City of Yukon SmartCode; and enacting new Section 607 and new Section 608, providing for the creation of a new Urban Gateway overlay Supplemental District and providing for new zoning designations corresponding with the City of Yukon SmartCode transects; establishing boundaries for the Urban Gateway overlay supplemental District; providing for severability and Declaring an Emergency  
*Vote unanimous; 5-0*
- Consider approving the Emergency Clause of Ordinance No. 1316  
*Vote unanimous; 5-0*

**03-19-15:** Yukon Economic Development Regular Meeting - **Canceled**

**04-06-15:** Urban Gateway SmartCode work session with City staff/CRC Committee.

**04-16-15:** Yukon Economic Development Regular Meeting

**04-27-15:** EDA grant rejection letter from U.S. Department of Commerce, Economic Development Administration received.

**05-07-15:** Hotel/conference center feasibility study survey sent out – emailed to approximately 600 community members and 87 responses were received.

**05-21-15:** Yukon Economic Development Regular Meeting – **no quorum**

**June 8-10, 2015:** Hotel/Conference Center interviews; Partners In Development

**06-18-15:** Yukon Economic Development Regular Meeting

- Renewed agreement with Butzer Architects and Urbanism, LLC. (Formerly Butzer Gardner Architects) for July 1, 2015 through June 30, 2016. *Vote unanimous; 4-0; Trustees Peters, Alberts, and Nail absent*  
*\*Approved by City Council on 07/07/15*
- Council member McEachern replaced Ken Smith as Trustee #1.

**LEGEND:** YEDA; Yukon City Council; Yukon Planning Commission; Frisco Road Review Committee; Miscellaneous

## COMPETITIVE MARKET ANALYSIS

Appendix A is a custom STR report titled Yukon, OK Area Selected Properties. This report presents performance of the most competitive hotels for the Yukon marketplace, comprised of 8 properties in Canadian County, located within either Yukon or El Reno, for the period from January of 2009 through May of 2015.

The 8 properties in the competitive supply include:

<u>PROPERTY NAME</u>	<u>ROOMS</u>	<u>OPENING DATE</u>
Holiday Inn Express & Suites El Reno	79	Apr 2013
Baymont El Reno	61	Dec 1999
LaQuinta Inn & Suites Yukon	80	Dec 2008
Fairfield Inn & Suites OKC Yukon	94	Apr 2014
Holiday Inn Express & Suites OKC W Yukon	81	Nov 2008
Hampton Inn Oklahoma City Yukon	73	Mar 1999
Best Western Plus Yukon	69	May 2000
Comfort Suites Oklahoma City	72	Aug 2007
Total number of competitive rooms	609	

These properties were selected as they represent the highest quality properties in the market and are all upper Midscale Class or Midscale Class hotels with nationally recognized brands.

It is important to note that none of these hotels has a significant complement of meeting space and none have what could be considered convention space. By virtue of this at such time as detailed analysis of a potential convention center facility is undertaken, after emerging market conditions (i.e. completion of the planned sports complex, Frisco interchange, and restaurant and retail development plans emerge in response) are in place, a broader competitive supply may be identified including additional convention oriented hotels outside the immediate market area. However, the report demonstrates the strength of growth in demand for the area as discussed in the following paragraphs.

As the attachment details, the annual available rooms in the existing market has increased from 158,775 rooms in 2009 to 213,825 at the end of 2014, representing an increase in supply of nearly 35% for that 5 year period. Annual demand for rooms has increased from 85,302 rooms in 2009, representing a 53.7% market occupancy to 160,627 rooms in 2014, representing 75.1% occupancy at year end 2014. The strong increase in demand (over 88% while supply increase was only 35%) is responsible for the overall strong occupancy performance in the market.

Year to Date 2015 through May, the market reflected a 72.5% occupancy, as a function of the somewhat seasonal nature of the market. The period from May through October are higher occupancy periods generally, as the data reflects over the past 5 years,

probably largely due to the number of Yukon sponsored area activities and festivals discussed in other sections of this letter report, many of which draw large numbers of out of town guests to market area during this period.

Average rate has also increased over the 5 year period, rising steadily over the 5 year period from \$80.84 at year end 2009 to \$91.95 at year end 2014, which represents an increase of nearly 14% over the 5 year period, which is especially reflective of the strength of the area lodging market given the significant increase in supply that occurred over the same time period.

**YUKON ECONOMIC DEVELOPMENT AUTHORITY  
FRISCO ROAD TIF PROJECTED BUDGET FY15-16**

Financial Activity Report - July 2015

**TIF DISTRICT REVENUES**

Account Number	Tax Revenue	2014-2015 Estimated	2014-2015 Actual	2015-2016 Estimated	Current Monthly Collection	2015-2016 Total
	<b>Sales Tax</b>	350,000.00	202,191.71	252,000.00	18,115.25	18,115.25
	<b>Use Tax</b>	30,000.00	0	15,000.00	0	0
	<b>Hotel/Motel Tax</b>	0	0	0	0	0
	<b>Total</b>	<b>380,000.00</b>	<b>202,191.71</b>	<b>267,000.00</b>	<b>18,115.25</b>	<b>18,115.25</b>

\*2015-2016 Estimated Sales Tax Revenue derived from Jan.-Jul. 2015 revenue, doubled

**TIF DISTRICT EXPENDITURE**

Account Number	Expenditure	2014-2015 Estimated	2014-2015 Actual	2015-2016 Estimated	2015-2016 YTD Actual	Project Balance
<b>Public Improvements</b>						
	Extension of Health Center Parkway	300,000.00	0	300,000.00	0	
	<b>Total</b>					<b>25,000,000.00</b>

<b>Development Assistance</b>						
	NA	0	0	0	0	
	<b>Total</b>					<b>10,000,000.00</b>

<b>Project Implementation</b>						
	*Professional Services - Review Prairie West Master Plan	30,000.00	0	30,000.00	0	
	<b>Total</b>					<b>1,000,000.00</b>

<b>Program Contingency</b>						
	NA	0	0	0	0	
	<b>Total</b>					<b>1,000,000.00</b>

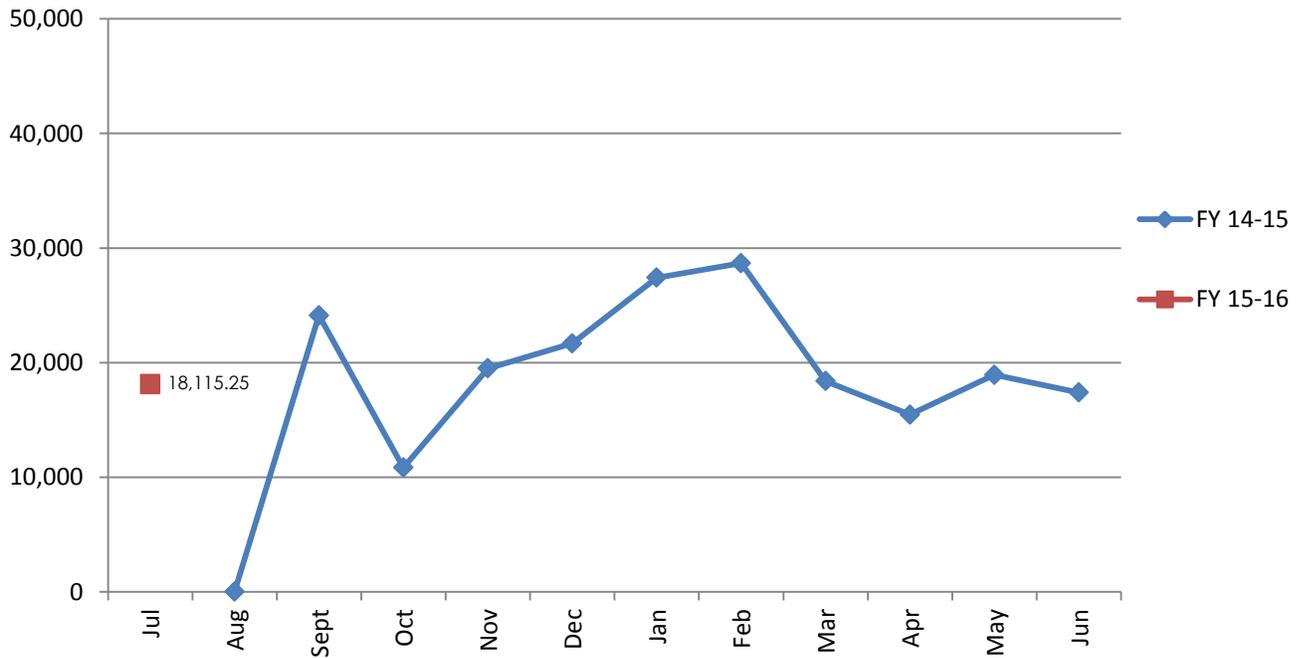
<b>Total</b>	<b>330,000.00</b>	<b>0</b>	<b>330,000.00</b>	<b>0</b>	<b>37,000,000.00</b>
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**YUKON ECONOMIC DEVELOPMENT AUTHORITY  
FRISCO ROAD TIF PROJECTED BUDGET FY15-16**

**ELIGIBLE EXPENSES**

Project Number	Pending Obligation	2014-2015 Proposed	2014-2015 Actual	2015-2016 Proposed	2015-2016 YTD Actual	Remaining Balance
30715(04) (ODOT)	<b>Phase 1 design-I40/Frisco</b>	750,000.00	0	750,000.00	0	0
30715(04) (ODOT)	<b>Phase 2 design-I40/Frisco</b>	965,000.00	0	965,000.00	0	0
30715(04) (ODOT)	<b>Construction of I40/Frisco Road</b>	5,600,000.00	0	5,600,000.00	0	0
E232.00 (City/Triad)	<b>Engineering for Health Center Parkway/Prairie West Boulevard</b>	124,560.00	0	124,560.00	0	0
	<b>Total</b>	<b>7,439,560.00</b>	<b>0</b>	<b>7,439,560.00</b>	<b>0</b>	<b>0</b>

**TIF District Revenues - FY Comparison  
FY 14-15 - FY 15-16YTD**





FINANCE DEPARTMENT

**DATE:** July 16, 2015  
**FROM:** J. I. Johnson, City Treasurer  
**TO:** Grayson Bottom, City Manager  
**RE:** July 2015 Tax Receipts (May 2015 Sales)

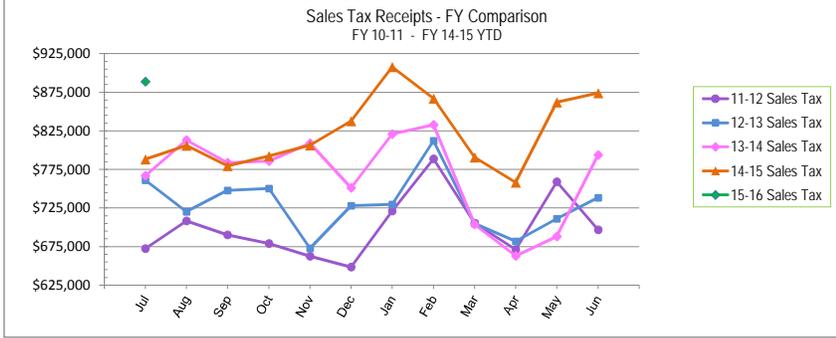
Current Month Receipts

• Sales Tax	\$1,777,305.13
Same Month / Prior Year - Increase	12.72% ↑
YTD-Same Mo / Prior Year - Increase	12.72% ↑
• Use Tax	\$104,823.95
Same Month / Prior Year - Increase	255.69% ↑
YTD-Same Mo / Prior Year - Increase	255.69% ↑
• Cigarette/Tobacco Tax	\$21,695.88
Same Month / Prior Year - Increase	26.47% ↑
YTD-Same Mo / Prior Year - Increase	26.47% ↑
• Excise Tax	\$3,296.81
Same Month / Prior Year - Decrease	(1.43%) ↓
YTD-Same Mo / Prior Year - Decrease	(1.43%) ↓
• TIF Transfer	\$18,115.25
TIF Transfer - YTD	\$18,115.25

**Sales Tax Collections**  
FY 2015-2016

		2004 PUBLIC EMPLOYEE SALES TAX - 1 CENT									\$ INCR/(DECR)	\$ INCR/(DECR)	YTD	% INCR/(DECR)
		1996 ST CIP			POLICE RES	GEN EMP RES	FIRE RES	GEN FND RES	2007 ST CIP		FROM SAME MO	SAME MO	TOTAL	YTD-SAME MO
SALES MONTH	REC'D	GEN FUND	3/4 CENT	PEST	75%	25%	1/4 CENT	TOTAL REC'D	PRIOR YEAR	PRIOR YEAR	TOTAL	YTD-SAME MO	FY 2014-2015	
MAY	07/09/2015	888,652.60	333,244.71	333,244.71	122,189.71	111,081.56	99,973.41	111,081.57	111,081.57	1,777,305.13	200,578.14	12.72%	1,777,305.13	12.72%
JUNE														
JULY														
AUGUST														
SEPTEMBER														
OCTOBER														
NOVEMBER														
DECEMBER														
JANUARY														
FEBRUARY														
MARCH														
APRIL														
TOTAL		888,652.60	333,244.71	333,244.71	122,189.71	111,081.56	99,973.41	111,081.57	111,081.57	1,777,305.13	200,578.14			

TIF Transfer: 18,115.25 TIF Transfer-YTD: 18,115.25



**Sales Tax Collections**

		2004 PUBLIC EMPLOYEE SALES TAX - 1 CENT									\$ INCR/(DECR)	\$ INCR/(DECR)	YTD	% INCR/(DECR)
		1996 ST CIP			POLICE RES	GEN EMP RES	FIRE RES	GEN FND RES	2007 ST CIP		FROM SAME MO	SAME MO	TOTAL	YTD-SAME MO
SALES MONTH	REC'D	GEN FUND	3/4 CENT	PEST	75%	25%	1/4 CENT	TOTAL REC'D	PRIOR YEAR	PRIOR YEAR	TOTAL	YTD-SAME MO	FY 2013-2014	
MAY	07/09/2014	788,363.52	295,636.31	295,636.31	108,399.96	98,545.43	88,690.89	98,545.44	98,545.44	1,576,726.99	43,573.88	2.84%	1,576,726.99	2.84%
JUNE	08/11/2014	806,127.40	302,297.76	302,297.76	110,842.49	100,765.91	90,689.33	100,765.92	100,765.92	1,612,254.74	(13,849.23)	-0.85%	1,612,254.74	0.94%
JULY	09/09/2014	779,367.49	292,262.80	292,262.80	107,163.01	97,420.92	87,678.84	97,420.93	97,420.93	1,558,734.93	(8,843.79)	-0.56%	1,558,734.93	0.44%
AUGUST	10/09/2014	792,512.91	297,192.33	297,192.33	108,970.50	99,064.10	89,157.70	99,064.11	99,064.11	1,585,025.76	13,215.95	0.84%	1,585,025.76	0.54%
SEPTEMBER	11/10/2014	806,313.69	302,367.62	302,367.62	110,868.11	100,789.20	90,710.29	100,789.21	100,789.21	1,612,627.32	(4,908.76)	-0.30%	1,612,627.32	0.37%
OCTOBER	12/08/2014	837,597.80	314,099.16	314,099.16	115,169.67	104,699.71	94,229.75	104,699.72	104,699.72	1,675,195.53	173,136.93	11.53%	1,675,195.53	2.15%
NOVEMBER	01/12/2015	907,834.22	340,437.82	340,437.82	124,827.18	113,479.26	102,131.35	113,479.27	113,479.27	1,815,668.37	173,715.08	10.58%	1,815,668.37	3.40%
DECEMBER	02/09/2015	867,157.59	325,184.09	325,184.09	119,234.14	108,394.68	97,555.23	108,394.70	108,394.70	1,734,315.12	68,776.73	4.13%	1,734,315.12	3.50%
JANUARY	03/06/2015	790,743.14	296,528.67	296,528.67	108,727.16	98,842.88	88,958.60	98,842.89	98,842.89	1,581,486.23	174,363.24	12.39%	1,581,486.23	4.38%
FEBRUARY	04/09/2015	758,216.26	284,331.09	284,331.09	104,254.71	94,777.02	85,299.33	94,777.03	94,777.03	1,516,432.47	191,122.87	14.42%	1,516,432.47	5.24%
MARCH	05/08/2015	862,176.75	323,316.27	323,316.27	118,549.28	107,772.08	96,994.88	107,772.09	107,772.09	1,724,353.44	348,067.14	25.29%	1,724,353.44	6.88%
APRIL	06/08/2015	873,828.59	327,685.71	327,685.71	120,151.41	109,228.56	98,305.71	109,228.57	109,228.57	1,747,657.12	160,190.28	10.09%	1,747,657.12	7.16%
TOTAL		9,870,239.38	3,701,339.63	3,701,339.63	1,357,157.62	1,233,779.75	1,110,401.89	1,233,779.88	1,233,779.88	19,740,478.02	1,318,560.32			

TIF Transfer: 17,395.97 TIF Transfer-YTD: -

**Sales Tax Collections**

		2004 PUBLIC EMPLOYEE SALES TAX - 1 CENT									\$ INCR/(DECR)	% INCR/(DECR)	YTD	% INCR/(DECR)
		1996 ST CIP			POLICE RES	GEN EMP RES	FIRE RES	GEN FND RES	2007 ST CIP		FROM SAME MO	SAME MO	TOTAL	YTD-SAME MO
SALES MONTH	REC'D	GEN FUND	3/4 CENT	PEST	75%	25%	1/4 CENT	TOTAL REC'D	PRIOR YEAR	PRIOR YEAR	TOTAL	YTD-SAME MO	FY 2012-2013	
MAY	07/08/2013	766,576.58	287,466.21	287,466.21	105,404.26	95,822.06	86,239.86	95,822.07	95,822.07	1,533,153.11	10,861.47	0.71%	1,533,153.11	0.71%
JUNE	08/08/2013	813,052.02	304,894.49	304,894.49	111,794.63	101,631.49	91,468.35	101,631.50	101,631.50	1,626,103.97	185,679.75	12.89%	3,159,257.08	6.63%
JULY	09/10/2013	783,789.39	293,921.01	293,921.01	107,771.02	97,973.67	88,176.30	97,973.67	97,973.67	1,567,578.72	71,750.99	4.80%	4,726,835.80	6.02%
AUGUST	10/10/2013	785,904.93	294,714.34	294,714.34	108,061.90	98,238.10	88,414.30	98,238.11	98,238.11	1,571,809.81	71,601.37	4.77%	6,298,645.61	5.70%
SEPTEMBER	11/12/2013	808,768.07	303,288.02	303,288.02	111,205.59	101,095.99	90,986.40	101,096.01	101,096.01	1,617,536.08	272,238.57	20.24%	7,916,101.69	8.38%
OCTOBER	12/09/2013	751,029.33	281,635.99	281,635.99	103,266.51	93,878.65	84,490.80	93,878.66	93,878.66	1,502,058.60	45,665.48	3.14%	9,418,240.29	7.51%
NOVEMBER	01/08/2014	820,976.68	307,866.24	307,866.24	112,884.27	102,622.07	92,359.87	102,622.08	102,622.08	1,641,953.29	183,010.92	12.54%	11,060,193.58	8.23%
DECEMBER	02/07/2014	832,769.23	312,288.45	312,288.45	114,505.74	104,096.14	93,686.53	104,096.15	104,096.15	1,665,538.39	41,262.51	2.54%	12,725,731.97	7.45%
JANUARY	03/07/2014	703,561.52	263,835.56	263,835.56	96,739.69	87,945.18	79,150.67	87,945.19	87,945.19	1,407,122.99	(2,605.48)	-0.18%	14,132,854.96	6.64%
FEBRUARY	04/10/2014	862,654.82	248,495.55	248,495.55	91,115.02	82,831.84	74,548.67	82,831.85	82,831.85	1,325,309.60	(38,074.18)	-2.79%	15,458,164.56	5.76%
MARCH	05/12/2014	688,143.18	258,053.68	258,053.68	94,619.67	86,017.89	77,416.10	86,017.89	86,017.89	1,376,286.30	(45,648.83)	-3.21%	16,834,450.86	4.96%
APRIL	06/09/2014	793,733.45	297,650.03	297,650.03	109,138.33	99,216.67	89,295.01	99,216.68	99,216.68	1,587,466.84	111,042.08	7.52%	18,421,917.70	5.18%
TOTAL		9,210,959.20	3,454,109.57	3,454,109.57	1,266,506.61	1,151,369.74	1,036,232.87	1,151,369.86	1,151,369.86	18,421,917.70	906,784.65			

★ Correction of Sales Tax collected from Jan 2008-Dec 2010 paid to City of Yukon in error by Mathis Brothers. Total amount to DEDUCT \$290,058.10 with \$145,029.05 deducted each month from April and May 2014 sales tax receipts.

**Sales Tax Collections**

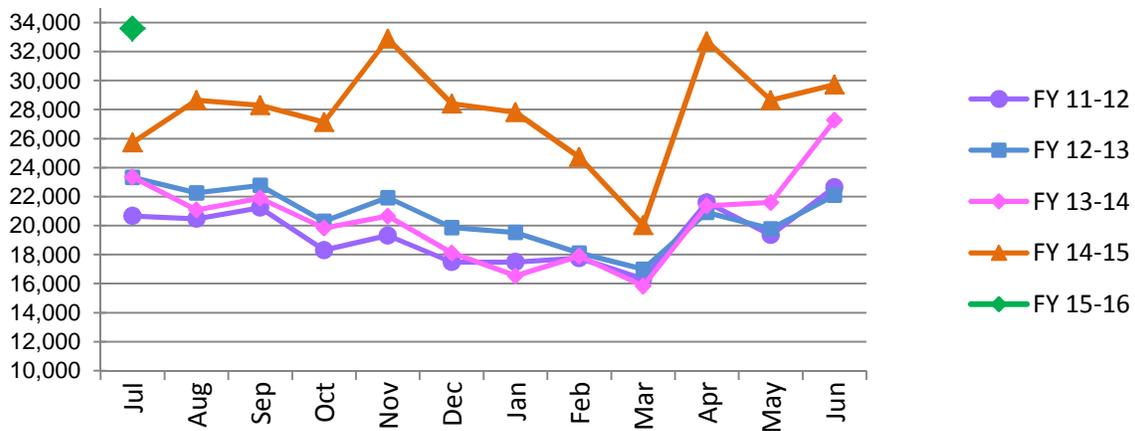
		2004 PUBLIC EMPLOYEE SALES TAX - 1 CENT									\$ INCR/(DECR)	% INCR/(DECR)	YTD	% INCR/(DECR)
		1996 ST CIP			POLICE RES	GEN EMP RES	FIRE RES	GEN FND RES	2007 ST CIP		FROM SAME MO	SAME MO	TOTAL	YTD-SAME MO
SALES MONTH	REC'D	GEN FUND	3/4 CENT	PEST	75%	25%	1/4 CENT	TOTAL REC'D	PRIOR YEAR	PRIOR YEAR	TOTAL	YTD-SAME MO	PRIOR YEAR	
MAY	07/09/2012	761,145.85	285,429.68	285,429.68	104,657.53	95,143.22	85,628.90	95,143.23	95,143.23	1,522,291.64	177,312.91	13.18%	1,522,291.64	13.18%
JUNE	08/08/2012	720,212.14	270,079.54	270,079.54	99,029.15	90,026.50	81,023.66	90,026.51	90,026.51	1,440,424.22	23,624.40	1.67%	2,962,715.86	7.28%
JULY	09/07/2012	747,913.89	280,467.70	280,467.70	102,838.14	93,489.22	84,140.31	93,489.23	93,489.23	1,495,827.73	115,827.18	8.39%	4,458,543.59	7.65%
AUGUST	10/15/2012	750,104.25	281,289.08	281,289.08	103,139.31	93,763.02	84,386.72	93,763.03	93,763.03	1,500,208.44	142,248.73	10.48%	5,958,752.03	8.35%
SEPTEMBER	11/08/2012	672,648.78	252,243.28	252,243.28	92,489.19	84,081.09	75,672.98	84,081.09	84,081.09	1,345,297.51	20,598.64	1.55%	7,304,049.54	7.03%
OCTOBER	12/06/2012	728,196.59	273,073.71	273,073.71	100,127.01	91,024.56	81,922.11	91,024.57	91,024.57	1,456,393.12	159,244.29	12.28%	8,760,442.66	7.87%
NOVEMBER	01/08/2013	729,471.21	273,551.69	273,551.69	100,302.27	91,183.89	82,065.51	91,183.90	91,183.90	1,458,942.37	17,038.87	1.18%	10,219,385.03	6.86%
DECEMBER	02/08/2013	812,137.97	304,551.73	304,551.73	111,668.95	101,517.23	91,365.52	101,517.24	101,517.24	1,624,275.88	46,841.30	2.97%	11,843,660.91	6.31%
JANUARY	03/08/2013	704,864.26	264,324.09	264,324.09	96,918.81	88,108.02	79,297.23	88,108.03	88,108.03	1,409,728.47	(1,038.10)	-0.07%	13,253,389.38	5.59%
FEBRUARY	04/08/2013	681,691.92	255,634.46	255,634.46	93,732.62	85,211.48	76,690.34	85,211.49	85,211.49	1,363,383.78	20,952.86	1.56%	14,616,773.16	5.20%
MARCH	05/09/2013	710,967.59	266,612.84	266,612.84	97,758.02	88,870.94	79,983.85	88,870.95	88,870.95	1,421,935.13	(96,283.31)	-6.34%	16,038,708.29	4.06%
APRIL	06/07/2013	738,212.41	276,829.64	276,829.64	101,504.18	92,276.54	83,048.89	92,276.55	92,276.55	1,476,424.76	83,069.27	5.96%	17,515,133.05	4.22%
TOTAL		8,757,566.85	3,284,087.45	3,284,087.45	1,204,165.18	1,094,695.71	985,226.23	1,094,695.82	1,094,695.82	17,515,133.05	709,437			

## Hotel-Motel Tax Collections

### FY 2015-2016

SALES MONTH	REC'D	TAX RECEIPTS	\$ INCR/(DECR) SAME MONTH PRIOR YEAR	% INCR/(DECR) YTD-SAME MO. PRIOR YEAR
JUNE	07-16-15	33,597.60	7,869.15	30.59%
JULY				
AUGUST				
SEPTEMBER				
OCTOBER				
NOVEMBER				
DECEMBER				
JANUARY				
FEBRUARY				
MARCH				
APRIL				
MAY				
TOTAL		33,597.60	7,869.15	

Hotel-Motel Tax Receipts - FY Comparison  
FY 11-12 - FY 15-16 YTD



### FY 2014-2015

SALES MONTH	REC'D	TAX RECEIPTS	\$ INCR/(DECR) SAME MONTH PRIOR YEAR	% INCR/(DECR) YTD-SAME MO. PRIOR YEAR
JUNE	07-15-14	25,728.45	5,063.37	24.50%
JULY	08-15-14	28,646.74	8,174.23	32.18%
AUGUST	09-15-14	28,302.16	7,062.22	32.54%
SEPTEMBER	10-15-14	27,134.47	8,828.38	36.10%
OCTOBER	11-17-14	32,878.30	13,559.62	42.69%
NOVEMBER	12-16-14	28,406.12	10,918.58	45.63%
DECEMBER	01-15-15	27,823.03	10,334.97	47.37%
JANUARY	02-15-15	24,721.80	6,964.46	46.42%
FEBRUARY	03-15-15	20,032.62	3,720.62	44.15%
MARCH	04-15-15	32,721.72	11,124.95	44.98%
APRIL	05-15-15	28,646.36	9,298.33	45.26%
MAY	06-15-15	29,725.50	7,072.20	43.90%
TOTAL		334,767.27	102,121.93	

**Hotel-Motel Tax Collections**

FY 2013-2014

SALES MONTH	REC'D	TAX RECEIPTS	\$ INCR/(DECR)	% INCR/(DECR)
			SAME MONTH PRIOR YEAR	YTD-SAME MO. PRIOR YEAR
JUNE	07-15-13	23,337.71	12.54	0.05%
JULY	08-15-13	21,084.18	(1,172.20)	-2.54%
AUGUST	09-15-13	21,897.79	(869.51)	-2.97%
SEPTEMBER	10-15-13	19,835.62	(454.92)	-2.80%
OCTOBER	11-15-13	20,659.44	(1,272.22)	-3.40%
NOVEMBER	12-15-13	18,104.06	(2,344.22)	-4.66%
DECEMBER	01-15-14	16,525.61	(3,059.13)	-6.08%
JANUARY	02-15-14	17,902.08	431.39	-5.19%
FEBRUARY	03-15-14	15,827.41	(1,160.53)	-5.34%
MARCH	04-15-14	21,368.68	461.49	-4.58%
APRIL	05-15-14	21,597.49	1,818.82	-3.37%
MAY	06-15-14	27,274.57	5,182.97	-0.98%
TOTAL		245,414.64	(2,425.52)	

**Hotel-Motel Tax Collections**

FY 2012-2013

SALES MONTH	REC'D	TAX RECEIPTS	\$ INCR/(DECR)	% INCR/(DECR)
			SAME MONTH PRIOR YEAR	YTD-SAME MO. PRIOR YEAR
JUNE	07-15-12	23,325.17	2,660.09	12.87%
JULY	08-15-12	22,256.38	1,783.87	10.80%
AUGUST	09-15-12	22,767.30	1,527.36	9.57%
SEPTEMBER	10-15-12	20,290.54	1,984.45	9.86%
OCTOBER	11-15-12	21,931.66	2,612.98	10.57%
NOVEMBER	12-15-12	20,448.28	2,960.74	11.52%
DECEMBER	01-15-13	19,584.74	2,096.68	11.58%
JANUARY	02-15-13	17,470.69	(286.65)	10.04%
FEBRUARY	03-15-13	16,987.94	675.94	9.47%
MARCH	04-15-13	20,907.19	(689.58)	8.04%
APRIL	05-15-13	19,778.67	430.64	7.50%
MAY	06-15-13	22,091.60	(561.70)	6.53%
TOTAL		247,840.16	15,194.82	

**Hotel-Motel Tax Collections**

FY 2011-2012

SALES MONTH	REC'D	TAX RECEIPTS	\$ INCR/(DECR)	% INCR/(DECR)
			SAME MONTH PRIOR YEAR	YTD-SAME MO. PRIOR YEAR
JUNE	07-15-11	20,665.08	4,306.58	26.33%
JULY	08-15-11	20,472.51	3,670.48	24.06%
AUGUST	09-15-11	21,239.94	5,683.34	28.04%
SEPTEMBER	10-15-11	18,306.09	3,563.89	27.14%
OCTOBER	11-15-11	19,318.68	3,344.88	25.89%
NOVEMBER	12-15-11	17,487.54	1,893.69	23.64%
DECEMBER	01-15-12	17,488.06	5,174.41	25.75%
JANUARY	02-15-12	17,757.34	5,479.02	27.68%
FEBRUARY	03-15-12	16,312.00	4,537.95	28.66%
MARCH	04-15-12	21,596.77	3,509.68	27.54%
APRIL	05-15-12	19,348.03	3,673.14	27.15%
MAY	06-15-12	22,653.30	4,395.83	26.84%
TOTAL		232,645.34	49,232.89	



## Oklahoma Department of Commerce

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### Project Blue Marlin

A national recruiting firm, which has engaged the Oklahoma Department of Commerce on Project Blue Marlin, will be evaluating available land sites suitable for the project. Your area is one of several regions or areas being considered in the formal selection process for Project Blue Marlin. This manufacturing project will consist of an \$85 - \$90 million investment and the creation of 450-500 jobs, with 300-350 at an hourly wage of \$14-\$25 per hour and the remaining 150 at a salary of \$65,000. Please provide sites that meet as much specification criteria as possible. Sites can be owned by a community or neutral ownership, but not single developer controlled.

Incentives, Workforce, and other relevant information will be evaluated in Round 2. Submit only site information at this time.

### Specification Criteria

Site Size	Minimum of a 65 acre site, with option to purchase additional acreage, in which to construct a ±500,000 SF manufacturing facility.
Property Details	Shovel ready site – Zoning for Light Industrial, Preliminary Geotechnical Report, Boundary Survey (prefer Alta Survey), Topo

## Project Blue Marlin

	map with 2' contours, Archaeological Study, Phase I ESA, Wetlands Delineation
Property Location	Industrial Park with Covenants
Utility – Electric	Served by a 12,500 kVA distribution line with the ability to obtain an isolated circuit
Utility – Gas	Service for heating only
Utility – Water and Sewer	12" water line and 8" sewer line
Utility – Telecommunications	Fiber Optic Line Required

### **Submit**

*Include electronic maps, photos, and topos as attachments*

Site Name and Description:

Logistical Access:

Ownership:

Electrical Provider:

Distance to Existing Substation:

Voltage of Line to Substation:

Water / Sewer Provider:

Line Size and Pressures and Additional Capacity of each:

Natural Gas Provider:

Line Size and Type of Line with Pressures:

Telecommunications Provider:

Fiber Optic Line with Data Capacity:

Zoning:

Uses Allowed Under This Classification:

Asking Price / Acre:

Existing Site Plan / Survey:

Tax Map and Tax Card:

Environmental Phase 1:

When Performed:

Topographical Maps:

When Surveyed:

Soil Boring Information:

When Performed:

Archeological Survey:

When Performed:

Wetlands Delineation:

When Performed:

## Project Blue Marlin

Is Site Considered "Shovel Ready or Certified" by State or Electric Utility:

### Other Information

Projected Decision Date: 4<sup>th</sup> Quarter 2015 – 1<sup>st</sup> Quarter 2016

Due Date for Requested Information: **July 22, 2015**

The information provided is both confidential and very specific to the requirements developed for this project.

Should you have any questions or need further information, please do not hesitate to contact us.

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[Charles.Kimbrough@okcommerce.gov](mailto:Charles.Kimbrough@okcommerce.gov)

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