



Together, Investing in Municipal Excellence

STILLWATER ECONOMIC DEVELOPMENT AUTHORITY MEETING AGENDA
AUGUST 18, 2025

723 S. Lewis Street, Room 1122 B
Stillwater, OK 74074
5:30 PM

Chair Will Joyce, Vice Chair Amy Dzialowski, Trustees Christie Hawkins, Kevin Clark,
& Tim Hardin

1. Call Meeting to Order

2. Consent Docket

Items listed on the consent docket are routine administrative matters that may be approved without discussion. SEDA will take action on these items collectively with a single vote. The requested SEDA action is indicated for each item listed. Should a Trustee elect to discuss, amend, revise, or table any item listed on the consent docket, the item will be moved to the section of the agenda titled "Items Removed from the Consent Docket" for consideration and possible action. Additionally, a Trustee or the General Manager may simply ask the Chair to remove an item from the consent docket prior to action by the Trustees and no action will be taken on the removed item at this meeting.

a.	Approve August 4, 2025 regular meeting minutes.	
b.	Approve Amendment No. 1 to the Amended and Restated Donation and Naming Rights Agreement amending the Block 34 Architectural and Development Committee to add one (1) representative designated by Simmons Bank.	Christy Driskel

3. Public Comment on Items not Scheduled for Public Hearings

Stillwater City Code, Section 2-53(a) & (b), provides that taxpayers or residents of the city, or their authorized legal representatives, may address the Trustees at a regularly scheduled meeting on any item of business listed on the meeting agenda provided they have submitted a written request prior to the meeting either online at Request to speak form or via the form found in the lobby outside Council chambers.

4. Items Removed from the Consent Docket

Items removed from the consent docket are placed on this section of the agenda for discussion, revision, amendment and/or tabling prior to action by the Trustees. The Trustees may take action, including a vote or series of votes, on items removed to this section of the agenda after the requested discussion, revision, or amendment.

5. General Orders

SEDA will hear a staff presentation and take action including a vote or series of votes on each item listed as presented or as amended or revised by members of the Authority unless the agenda entry specifically states no action will be taken. The requested action is indicated in each agenda entry but may be amended or revised prior to action by the Authority.

a.	Chamber of Commerce Report	Kari Moore
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6. Questions and Inquiries

7. Reports from Officers and Boards

Announcements and remarks of general interest may be made by Trustees, General Manager or General Counsel. Items of City business that may require discussion or action, including a vote or series of votes, are listed below

8. Adjourn

On August 14, 2025 at 4:50 p.m., a true and correct copy of this agenda was posted on the kiosk outside City Hall, 723 S. Lewis Street, Stillwater, OK.

The City of Stillwater encourages participation from all citizens. If participation at any public meeting is not possible due to a disability, please notify the City Manager's office at least 48 hours prior to the meeting by calling 405.742.8243.

- Meetings are televised on AT&T U-verse channel 99 and Optimum channel 14.
- Find meeting agendas and minutes online at [Agendas and Minutes](#)
- Official minutes are archived in the City Clerk's office.

**IN ACCORDANCE WITH THE OKLAHOMA OPEN MEETING LAW, THE AGENDA
WAS POSTED JULY 31, 2025 AT 3:45 P.M. AT THE MUNICIPAL BUILDING,
723 SOUTH LEWIS, STILLWATER, OKLAHOMA**

**MINUTES
STILLWATER ECONOMIC DEVELOPMENT AUTHORITY
REGULAR MEETING
COUNCIL HEARING ROOM
723 S. LEWIS
AUGUST 4, 2025**

PRESENT: CHAIR WILLIAM H. JOYCE, VICE CHAIR AMY DZIALOWSKI,
TRUSTEES CHRISTIE HAWKINS, KEVIN CLARK AND TIM HARDIN

ABSENT: NONE

1. CALL MEETING TO ORDER

Chair Joyce called the meeting to order at 5:56 p.m.

2. CONSENT DOCKET

- a. Approve June 16, 2025 regular meeting minutes.

MOTION BY TRUSTEE CLARK, SECOND BY VICE CHAIR DZIALOWSKI TO APPROVE THE
CONSENT DOCKET AS PRESENTED.

ROLL CALL VOTE: JOYCE-YEA, DZIALOWSKI-YEA, HAWKINS-YEA, CLARK-YEA, HARDIN-YEA.
NAY-NONE. MOTION CARRIED WITH FIVE YEA VOTES.

3. PUBLIC COMMENT ON AGENDA ITEMS NOT SCHEDULED FOR PUBLIC HEARING

There were no requests to speak on agenda items not scheduled for public hearing.

4. ITEMS REMOVED FROM CONSENT DOCKET

None.

5. GENERAL ORDERS

- a. Visit Stillwater Annual Report

Cory Williams, Vice Chair of the Visit Stillwater Board of Directors, presented the Visit Stillwater Annual Report. He reported that Visit Stillwater manages a comprehensive marketing and communication plan that includes dozens of publications, websites, TV and radio ads. Mr. Williams discussed metrics and analytics and how those are measured by Visit Stillwater. He stated that the calendar of events is very helpful to both the community and visitors to see what is happening around Stillwater. He stated that they are excited to help market Block 34 in any capacity as needed. Mr. Williams reported that Visit Stillwater spent \$120,000 in grants last year and the return on this investment is remarkable.

Trustee Hawkins and Vice Chair Dzialowski thanked Visit Stillwater for being a great partner with the City of Stillwater. Mayor Joyce expressed his appreciation of the report and the data contained in it.

6. RESOLUTIONS

RESOLUTION NO. CC-2025-20; SUA-2025-4; SEDA-2025-3: A RESOLUTION AUTHORIZING SIGNATORIES FOR DEPOSITARIES

MOTION BY TRUSTEE CLARK, SECOND BY VICE CHAIR DZIALOWSKI TO ADOPT RESOLUTION NO. SEDA-2025-3 AS PRESENTED.

ROLL CALL VOTE: JOYCE-YEA, DZIALOWSKI-YEA, HAWKINS-YEA, CLARK-YEA, HARDIN-YEA. NAY-NONE. MOTION CARRIED WITH FIVE YEA VOTES.

7. QUESTIONS & INQUIRIES

None.

8. REPORTS FROM OFFICERS AND BOARDS

- a. Miscellaneous items from General Counsel: No report.
- b. Miscellaneous items from General Manager: No report.
- c. Miscellaneous items from Trustees: No report.
 - i) Discussion about scheduling items for future meetings

9. ADJOURN

MOTION BY TRUSTEE HAWKINS, SECOND BY VICE CHAIR DZIALOWSKI TO ADJOURN THE AUGUST 4, 2025 REGULAR MEETING OF THE STILLWATER ECONOMIC DEVELOPMENT AUTHORITY.

ROLL CALL VOTE: JOYCE-YEA, DZIALOWSKI-YEA, HAWKINS-YEA, CLARK-YEA, HARDIN-YEA. NAY-NONE. MOTION CARRIED WITH FIVE YEA VOTES.

The regular meeting of the Stillwater Economic Development Authority adjourned at 6:05 p.m.

WILLIAM H. JOYCE, CHAIR
STILLWATER ECONOMIC DEVELOPMENT
AUTHORITY

TERESA KADAVY, SECRETARY
STILLWATER ECONOMIC DEVELOPMENT
AUTHORITY

AMENDMENT NO. 1

AMENDED AND RESTATED DONATION AND NAMING RIGHTS AGREEMENT

This Amendment No. 1 to the Amended and Restated Donation and Naming Rights Agreement is made effective this ____ day of August, 2025 (“Effective Date”).

1. The parties hereto amend Section 5 of the agreement to read as follows:

5. Block 34 Architecture and Development Committee

The Stillwater Community Center Foundation, and Oklahoma not-for-profit corporation (“Foundation”) will form the Block 34 Architecture and Development Committee within 30 days of execution of this Agreement to function for at least ten years from the date of this Agreement. The Block 34 Architectural and Development Committee shall include three (3) representatives designated by the Donor, three (3) representatives designated by the Foundation, one (1) representative designated by Simmons Bank, and up to four (4) representatives recommended by the City. For the next ten years, Donor retains the right to reject any modification or additions to the Park that are not consistent with the purpose of the Park as stated in this Agreement, or are not consistent with the architectural design. The Block 34 Architectural and Development Committee shall among other things make decisions and recommendations on proposed permanent art features to be installed on the Block, structures, changes to landscaping and walkways, paint and color schemes. The Block 34 Architecture and Development Committee shall make best efforts to secure incremental funding and in-kind donations as required to supplement the Gifts from Donor to fully realize the initial design during the initial construction process.

2. Effect of Contract Provisions. All provisions contained within the Amended and Restated Donation and Naming Rights Agreement dated January 5, 2022, unless specifically amended herein, shall remain in full force and effect and shall be binding on the parties hereto.

IN WITNESS WHEREOF, the parties have executed this Amendment No. 1 to the Amended and Restated Donation and Naming Rights Agreement as of the Effective Date.

DONOR: STILLWATER DESIGNS AND AUDIO, INC.,
an Oklahoma corporation

By: _____
Steven M. Irby, President

FOUNDATION: STILLWATER COMMUNITY CENTER FOUNDATION,

an Oklahoma not-for-profit corporation

By: _____
Jim Beckstrom, Chair

CITY: CITY OF STILLWATER,
a municipal corporation

By: _____
William H. Joyce, Mayor

(SEAL)

ATTEST:

City Clerk

SEDA: STILLWATER ECONOMIC DEVELOPMENT AUTHORITY,
a public trust

By: _____
William H. Joyce, Chairman

(SEAL)

ATTEST:

Secretary

AMENDED AND RESTATED DONATION AND NAMING RIGHTS AGREEMENT

This Amended and Restated Donation and Naming Rights Agreement (this “**Agreement**”) is made effective as of the 5 day of January, 2022 (“**Effective Date**”), amending and restating the Donation and Naming Rights Agreement between Stillwater Designs and Audio, Inc., an Oklahoma corporation (“**Donor**”), the Stillwater Community Center Foundation, an Oklahoma not-for-profit corporation (“**Foundation**”), the City of Stillwater, a municipal corporation (“**City**”), and the Stillwater Economic Development Authority, a public trust having as its beneficiary the City of Stillwater (“**SEDA**”) dated December 6, 2021.

RECITALS:

A. The City owns certain vacant real property in Stillwater, Oklahoma comprised of five contiguous parcels, collectively 2.07 acres in size, located between Eighth Avenue on the north, Husband Street on the east, Ninth Avenue on the south, and Duncan Street on the west, currently zoned Commercial business, and is located within the boundaries of Increment District No. 3, City of Stillwater (herein “**Block 34**”).

B. The City and its trust, the Block 34 Trust, have long envisioned the development and construction of Block 34 as a multi-use public space for citizens, students, and visitors and enable retail, hospitality and cultural/educational opportunities, an outdoor performance stage capable of hosting plays, concerts, and more, and a central green space with sustainable landscaping.

C. The Donor wishes to make a charitable gift to the City for the use and benefit of developing and constructing the Block 34 Park as set forth in this Agreement.

AGREEMENTS:

1. GIFT AND PURPOSE.

The Donor hereby irrevocably pledges to the City two gifts, delivered on terms set forth below to include architectural and engineering to develop design and construction documents, hereinafter referred to as “Gift #1” and for the construction of the Block 34 Park, hereinafter referred to as “Gift #2” (collectively, the “**Gifts**”).

1.1 Restrictions on Use of Gifts. It is understood and agreed that the Gifts will be used solely for the design and construction of the public improvements and amenities of the Block 34 Park, as more particularly described herein. The Gift shall not be used: (a) for City personnel or paid to the City for any work performed by City staff, employees, or equipment, (b) for sound equipment or stage lighting, or (c) to construct structures intended to be leased by the City to other entities.

2. DONOR OBLIGATIONS.

2.1 Conceptual Architectural Renderings. Donor shall fund and manage the preparation of conceptual architectural renderings and develop a proposal ("**Proposal**") for the development of the Block 34 Park which is herein agreed to include the following components:

- 2.1.1 A public gathering place characterized by large open green spaces; a large, covered outdoor stage; public restrooms, one or more large, covered structures to provide shade and protection from rain and modest xeriscape gardens.
- 2.1.2 Block 34 Park will be designed to the approximate scale and scope of the features portrayed in Attachment #1, which was developed by the Block 34 Trust for the City and presented to and endorsed by the City Council of Stillwater ("**City Council**") in January 2018.
- 2.1.3 The "outdoor stage" is to be a covered structure with the features and capabilities of the "national level fitment" as portrayed in Attachment #2 consistent with what was presented by the Block 34 Trust and approved for funding by the City Council in July 2019.
- 2.1.4 Public restrooms to be open to the public daily and of a scope and scale to serve the requirements of the Block 34 Park for routine programming and maximum reasonable non-programmed usage.
- 2.1.5 One or more large structures to provide shade and protection from rain, and electrical power and lighting, and able to accommodate small performing arts events including performers and audience.
- 2.1.6 A place to accommodate a farmer's market on Block 34.
- 2.1.7 Provisions for electrical power and other utilities as required for food trucks and farmer's markets.

Each of foregoing collectively comprise the "**Block 34 Park.**"

2.2 Gift #1, Engineering and Architectural Design Documents and Construction Documents ("**EAC Documents**"). Upon approval of the Proposal by the City Council, Donor shall fund and manage the architectural and engineering design to develop EAC Documents that are necessary and required to obtain permits for the construction of the Block 34 Park, in accordance with the City of Stillwater's Land Development Code and Standards related laws governing municipal planning, zoning and subdivision, if applicable. Donor shall submit the EAC Documents to the City Council for its review and approval. Any significant or substantial changes to the Construction Documents will require the approval of City Council.

2.3 Gift #2, Construction Funds. Donor agrees funds, in the amount of \$2,700,000.00 shall be disbursed to the City in an amount equal to each progress payment made by the City to the contractor(s) during construction of Block 34, as set forth below.

3. CITY OBLIGATIONS.

3.1 Cooperation and Assistance. The City will cooperate with and support Donor, as requested by Donor, in the design of the Block 34 Park, and engage its own engineers, architects or consultants as appropriate to assist Donor in the development of a quality design that meets City of Stillwater Code requirements and other legal requirements.

3.2 Approvals. The City agrees to timely consider, review, and approve, if appropriate, the Donor's submissions of the Proposal, the Construction Documents, and other items that may be requested by Donor or that are necessary for the development of the Block 34 Park.

3.3 Gift #1, EAC Documents. Upon City Council approval of EAC Documents, the City shall acknowledge receipt of Gift #1 as an "in-kind" donation in the amount of the actual direct cost of the contractor services for such work.

3.4 Construction. Upon City Council approval of the EAC Documents, the City shall thereafter proceed promptly to publicly bid and execute one or more contracts for the construction of Block 34 Park and all improvements comprising the Block 34 Park, in accordance with the Construction Documents approved by City Council. The City shall manage said construction work and will engage Donor, as appropriate, during construction.

3.4.1 Payments. The City agrees to provide Donor with evidence of the City's progress payments to the contractor(s) for the construction of Block 34 Park, copies of the contractor's applications for payment, invoices, and other documentation as may be reasonably requested by Donor.

3.5 Infrastructure. The City agrees to provide the infrastructure in the Block 34 Park, including sidewalks, roads, walkways, buildings, fixtures, as well as all infrastructure necessary for the delivery of utilities to the Block 34 Park, and all street and security lighting, together with all maintenance and repair as determined appropriate by the City.

3.6 Maintenance. The City shall maintain and keep the Block 34 Park tidy upon completion of construction to a level appropriate for a high-profile City asset including but not limited to regular mowing, edging, landscape management, bathroom cleaning, keeping trash receptacles emptied and not overflowing, litterpick up, regular structure washing and keeping facilities in good condition.

3.7 Waiving of Rental Fees for Mobile Food Vendors. City shall waive rental and entry fees for mobile food vendors approved to set up vendor booth space on the Park or on streets adjacent to Block 34.

3.8 Waiving of Rental Fees for Farmer's Market Vendors. City shall not charge rental or entry fees for Farmer's Market vendors approved to set up vendor booth space on the Park or on streets adjacent to Block 34.

3.9 Farmer's Market Vendors. City shall provide Farmer's Market Vendors exclusive use of the shelters so designated along the eastern portion of Block 34 along Husband Street each Wednesday and Saturday from 7 AM until 2 PM, April through October, and Saturday 9 AM to 1 PM November through March. City shall not hinder reasonable customer access to Farmer's Market Vendors during times and periods stated above.

Nothing in Sections 3.7, 3.8 and 3.9 of this Agreement are to be construed to prohibit or limit the City from requiring vendors to submit a vendor application, and to accept or decline any such application for failure to comply with the application, other than for failure to submit an application fee. Each vendor shall be required to submit proof of applicable sales tax permits, County Health Department permits, Itinerant Merchant/Peddlers (Mobile Food Service) License, and Certificate of Liability Insurance naming the City of Stillwater as an additional insured. Vendors may also be charged fees for failure to comply with the terms of the application, including, without limitation, failure to clear the grounds of trash and debris, and creating excess noise

3.10 Laws; Rules and Regulations. The City will enforce any and all applicable laws and rules and regulations with respect to the Block 34 Park. The City has the right to amend, supplement or adopt new laws or rules and regulations for the Block 34 Park from time to time.

4. NAMING RIGHTS.

4.1 Block 34 Park Naming Rights. The name "Block 34 Park," as used in this Agreement, is for identification purposes only. The City reserves the right to designate and adopt an official name of the public park at any time, as determined in the City's sole discretion, using criteria as may be established by the City.

4.2 Donor Naming Rights. In consideration of the Gift, the City will acknowledge the Gift and other contributions of Donor by naming the Outdoor Stage as designated by Donor, subject to the approval of the City ("Naming Rights") on terms and conditions approved by Donor prior to commencement of construction of the Block 34 Park. Unless agreed by the parties otherwise, the Outdoor Stage will be named the "Kicker Amphitheater". Signage and/or plaque design and location will be identified in the EAC Documents. Subject to the terms of this Agreement, the Naming Rights will continue for the useful life of the Outdoor Stage.

4.2.1 Termination of Naming Rights. In addition to any rights and remedies available at law, the City may terminate this Agreement and all rights and benefits of the Donor hereunder, including terminating the Naming Rights upon the occurrence of any of the following unlikely events:

a. Undesirable Change in Circumstances. In the event the City determines in its reasonable and good faith opinion that circumstances have changed such that the Naming Rights granted to the Donor and/or the continued use of the name designated by the Donor would adversely impact the reputation, image, mission or integrity of the Block 34 Park, the City or the Foundation by a continued association with Donor and the continuation of the Naming provided for herein; or

b. Non-Delivery of Gifts. In the event of any non-payment or delivery of the Gifts as provided in this Agreement or the Donation Agreement for Programming and Operations of Block 34 Live Music Program executed by the Donor, the City, the Foundation, and SEDA. Alternatively, the City may remove Donor's name from specific Park property and publicity and place it on different property and publicity with naming rights valued reasonably commensurate with the amount of pledged payments actually received, provided such different property and publicity is available.

c. Casualty. In the event the Outdoor Stage is destroyed, severely damaged, or ceases to be used in the Block 34 Park for the purpose for which it was used at the time of the Gifts, the City will coordinate with the Donor, or Donor's designee, regarding interest in naming the replacement or redeveloped space, structure or facility or determine another appropriate form of recognition for the support provided by the Gifts.

Upon any such termination of this Agreement and/or the Naming Rights hereunder, the City and the Foundation shall have no further obligation or liability to Donor and shall not be required to return any portion of the Gift previously paid or delivered by Donor. The City, however, may in its sole and absolute discretion determine an alternative recognition for the portion of the Gift previously received.

5. Block 34 Architecture and Development Committee

The Stillwater Community Center Foundation, an Oklahoma not-for-profit corporation ("**Foundation**"), City will form the Block 34 Architecture and Development Committee within 30 days of execution of this Agreement to function for at least ten years from the date of this Agreement. The Block 34 Architectural and Development Committee shall include three (3) representatives designated by the donor, three (3) representatives designated by the Foundation, and up to four (4) representatives recommended by the City. For the next ten years, Donor retains the right to reject any modification or additions to the Park that are not consistent with the purpose of the Park as stated in this Agreement, or are not consistent with the architectural design. The Block 34 Architectural and Development Committee shall among other things make decisions and recommendations on permanent art features to be installed on the Block, structures, changes to landscaping and walkways, paint and color schemes. The Block 34 Architecture and Development Committee shall make best efforts to secure incremental funding and in-kind donations as required to supplement the Gifts from donor to fully realize the initial design during the initial construction process.

6. REPORTING AND STEWARDSHIP.

The City will provide the Donor with an appropriate confirmation, report, and/or acknowledgment of Gift #1 and Gift #2, as may be requested by Donor and as may be required by law upon delivery of each.

6.1 Gift #1 – Upon acceptance of the EAC Documents by City Council and receipt of Gift #1 from Donor.

6.2 Gift #2 - As payments by Donor towards Gift #2, Construction are paid and employed by the City for the purpose specified in this Agreement.

7. FISCAL YEAR LIMITATION.

It is the specific intent and understanding of the parties that to the extent any financial obligation hereunder results in a multi-year obligation by a public entity, such obligations are intended to be undertaken by SEDA, not the City, and are subject to all Constitutional and legal limitations.

8. AMENDMENT.

Any provision of this Agreement may be amended, modified or deleted by the written agreement of the Donor, SEDA, and the City.

9. ENTIRE AGREEMENT.

This Agreement contains the entire understanding of the parties with respect to the subject matter of the Agreement and is subject to the laws of the State of Oklahoma. This Agreement also supersedes all other agreements and understandings, both oral and written, between the parties relating to the subject matter of the Agreement.

10. BINDING EFFECT.

This Agreement shall be binding upon and inure to the benefit of the parties hereto and their respective successors, legal representatives and assigns.

11. COUNTERPARTS.

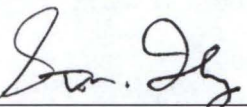
This Agreement may be executed in several counterparts, and all such executed counterparts shall constitute the same Agreement.

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IN WITNESS WHEREOF, the parties have executed this Amended and Restated Donation and Naming Rights Agreement as of the Effective Date.

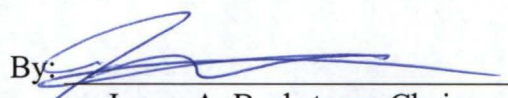
DONOR:

STILLWATER DESIGNS AND AUDIO, INC.,
an Oklahoma corporation

By: 
Steven M. Irby, President

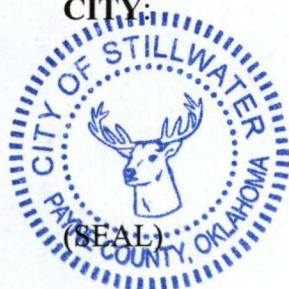
FOUNDATION:

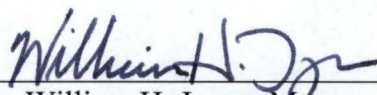
STILLWATER COMMUNITY CENTER FOUNDATION,
an Oklahoma not-for-profit corporation

By: 
James A. Beckstrom, Chair

CITY:

CITY OF STILLWATER,
a municipal corporation



By: 
William H. Joyce, Mayor

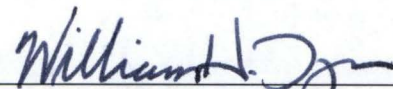
ATTEST:


City Clerk

SEDA:

STILLWATER ECONOMIC DEVELOPMENT AUTHORITY,
a public trust



By: 
William H. Joyce, Chairman

ATTEST:


Secretary



ECONOMIC DEVELOPMENT SERVICES:

Q2-2025

APRIL-MAY-JUNE

THE MISSION OF THE STILLWATER CHAMBER OF COMMERCE ECONOMIC DEVELOPMENT DIVISION IS TO PROMOTE AND SUPPORT ECONOMIC GROWTH BY ATTRACTING, RETAINING, AND EXPANDING DIVERSE AND SUSTAINABLE BUSINESSES. WE WORK IN PARTNERSHIP WITH COMMUNITY STAKEHOLDERS TO CREATE QUALITY JOBS, ENHANCE QUALITY OF LIFE, AND ENSURE LONG-TERM PROSPERITY FOR STILLWATER THROUGH RESPONSIVE, TRANSPARENT AND COMMUNITY-DRIVEN INITIATIVES.

Sustainability. Collaborative. Intentional. Ethics First. Community-Centered.



*Collaboration is at the
core of Economic
Development*





THE POWER OF PARTNERSHIPS

2025 OKLAHOMA INNOVATION EXPANSION PROGRAM RESULTS

<u>Year</u>	<u># of OIEP Awarded Companies</u>	<u>Total Awarded Amount</u>	<u>Total Project Cost</u>
2021	2	\$70,000.00	\$210,000.00
2022	3	\$95,000.00	\$303,000.00
2023	8	\$415,000.00	\$1,521,800.00
2024	9	\$457,300.00	\$1,597,699.00
2025	17	\$853,900.00	\$3,488,995
Total:	39	\$1,891,200.00	\$7,121,494.00





THE POWER OF PARTNERSHIPS

2025 OKLAHOMA INNOVATION EXPANSION PROGRAM RESULTS

Stillwater by the numbers	
# of OIEP companies awarded w/ assistance	17
Total Award Amount	\$853,900.00
Total Project Cost	\$3,488,995.00
Total Jobs Created	57
Total New Wages	\$2,868,192.00
Average Wage of New Jobs	\$50,319.16

*19 COMPANIES SUBMITTED APPLICATIONS.
*17 RECEIVED OIEP AWARDS
1- TURNED DOWN OIEP FOR ANOTHER INCENTIVE
1- DENIED DUE TO NOT MEETING PAYROLL REQUIREMENTS
1- ADDITIONAL BUSINESS AWARDED W/O ASSISTANCE RAISING TOTAL TO \$938,900.00







NAICS CODE ANALYSIS: 4 TARGET INDUSTRIES

- AGRICULTURAL TECHNOLOGY AND BIOSCIENCE
- ADVANCED AIR MOBILITY / UNMANNED AERIAL SYSTEMS
- MANUFACTURING (VARIED SECTORS)
- INFORMATION TECHNOLOGY AND TELECOMMUNICATIONS

SITE VISITS:

- 1- COLLIERS INTERNATIONAL
- 2- AEROSPACE MANUFACTURING





MORE SITE VISITS!



INDUSTRIAL SPACES | FOR LEASE
3003 N PERKINS RD., STILLWATER, OK

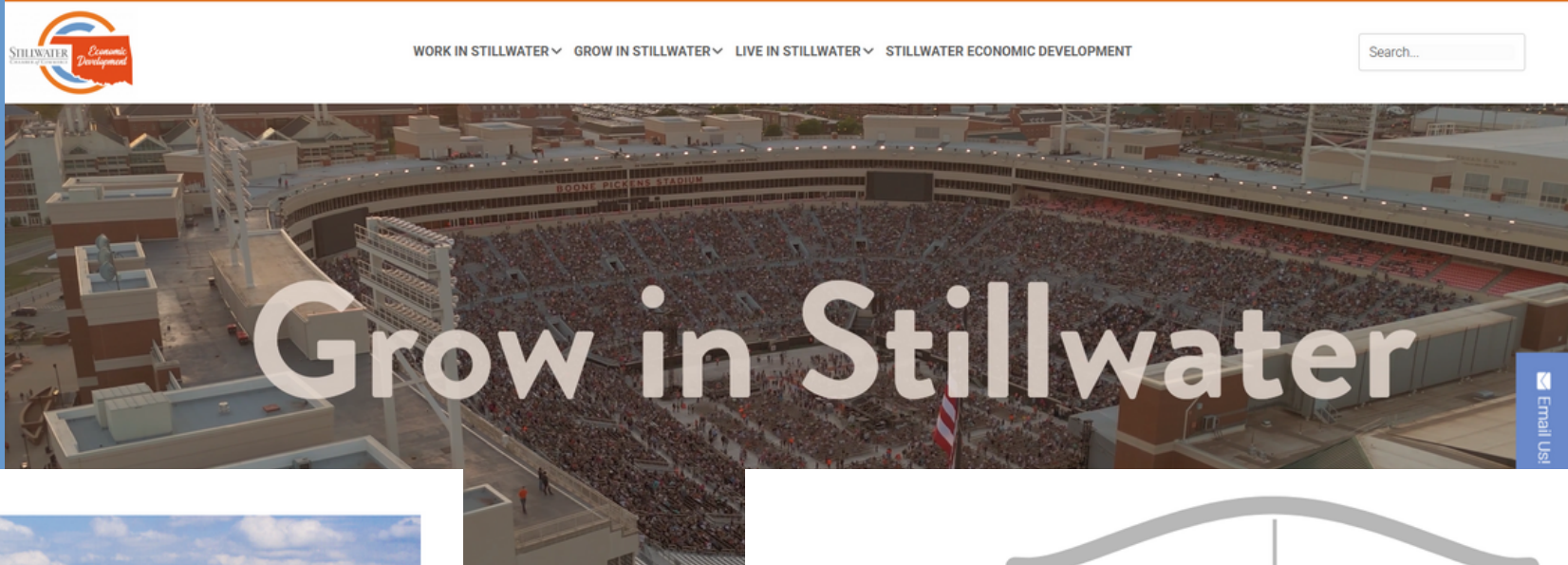
KRIS DAVIS, SIOR
kgdavis@newmarkrp.com
C: 405.202.9525

KARLEY HARPER, CCIM
kharper@newmarkrp.com
C: 405.371.3498

BRETT PRICE, CCIM, SIOR
bprice@newmarkrp.com
C: 405.613.8380

NEWMARK
ROBINSON PARK

WHAT IS NEXT?



**RECRUITMENT VIDEO:
LAUNCHING SEPTEMBER
2025**



**SMALL BUSINESS
UNIVERSITY RESULTS**

Performance Metrics by Strategic Focus Area With Tracking

This outlines measurable performance metrics aligned with the strategic focus areas of the Stillwater Chamber of Commerce Economic Development Strategic Plan (2025–2028).

These metrics shall serve as the evaluation framework for the Chamber’s performance under the FY24–25 Economic Development Services Contract.

The added 'Year-To-Date (YTD) Tracking' column supports quarterly progress monitoring and performance evaluation.

Contract Scope Area	Strategic Pillar	Performance Metric (FY24–25 Target)	Year-To-Date Tracking
A. First Contact for Economic Development Services	Business Recruitment	-Respond to 100% of qualified inquiries within 5 business days. -Produce 5 customized proposals for prospects. -Attend 2 site selector conferences. -Host 1 site selector/prospect visit.	-Participated in 3 qualified inquiry calls. 2 of the 3 have become project opportunities in our pipeline. -Submitted 3 proposals for prospects. -Provided Support for a county opportunity in partnership with Cushing Economic Development. -Hosted a potential investment group in partnership with Cowboy Venture Partners. -Attended I-35 MegaMixer Site Selection Event 4/24 (Dallas, TX). -Attended Regional Partner Site Selection Fireside Chat. 4/25 (OKC) -Hosted 2 site visits in June.
B. Monthly Coordination Meetings	Operational Excellence	-Hold 12 coordination meetings. -Track action items	- Met with City Manager Brady Moore in April, May and June. -Action Items include Set a meeting with HR Staff to support city employee recruitment efforts. -Presented Strategic Plan -Coordinated for Site Selection Visits
C. Marketing and Promotion	Business Recruitment / Property Activation	-Enhance existing Grow Stillwater website with searchable property map and cost of doing business calculator. -Produce 1 new marketing asset per	-Updated Grow Stillwater Website with new drone footage. Working with website developers on cost of doing business calculator. -Purchased new drone footage to utilize for marketing purposes.

		quarter. -Run 6 social media campaigns highlighting target sectors.	
D. Business Retention and Expansion (BRE)	Business Retention & Expansion	-Conduct 25 BRE visits (15 small, 10 top employers). -Partner with Meridian Technology for business assistance with OIEP applications. -Invest in a CRM to track all engagements. -Submit semiannual BRE report.	-Conducted BRE Visits with 3 top employers and 8 Small businesses. -OIEP partnership brought in 19 applications, 17 awards for over \$938,900.00 in funds with a total project cost of \$3,488,995.00 (In 2024 only 9 companies in Stillwater were awarded) -Currently working between 2 CRM options: EDCFordge and GSI Solutions
E. Community Data System	Operational Excellence / Property Activation	-Maintain quarterly updated inventory of available properties. -Invest in CORI partnership to develop community data and statistics tracking system. Complete phases 1&2 of the four-phase proposal. -Publish an online economic dashboard with workforce data. -Deliver semi-annual community data report.	-Set property request emails to 4 owners offering to promote their spaces.
F. Proactive Business Recruitment	Business Recruitment	-Complete NAICS code analysis to develop industry-specific recruitment materials and prospect list for targeted industries. -Track and report total private investment secured.	-NAICS Code analysis complete. Target industries developed: • Agricultural Technology and Bioscience • Advanced Air Mobility / Unmanned Aerial Systems • Manufacturing (varied sectors) • Information Technology and Telecommunications
G. Cooperative Marketing	Business Recruitment	-Engage in 3 regional/state marketing initiatives.	-Purchased an ad to participate in Oklahoma's Marketing campaign in the Xpansion Journal Magazine.

		-Co-sponsor 1 regional or statewide economic event.	The digital version received over 27,000 views. -Hosted Select OK In-Market Site Selection Visit Visit
H. Small Business and Entrepreneurship	Entrepreneurship	-Host 1 entrepreneurship workshop and pitch competition. -Develop targeted outreach and support programs for underrepresented entrepreneurs, including women, minority, and veteran owned businesses. -Refer 10 businesses to startup resources.	-Small Business University Launched in June. 19 participants with the Pitch Contest on August 8th, 2025. -Referred 3 businesses to Start up-resources -
I. Organizational Excellence	Operational Excellence	-Complete peer ED funding model analysis by Q3. -Present long-term funding diversification plan by end of FY. -Maintain 100% on-time reporting and budget transparency.	