

Council,

Below are a few items I wanted to highlight from the recent quarter. I look forward to any comments you may have.

1. RFP Activity

- a. Activity continues to remain high.
 - i. 31 RFP's received (10 of those were OKC only)
 - ii. 6 responses submitted
 - iii. 13 Projects remain active

2. BRE

- a. We formalized our list of companies we will be contacting on a regular basis. The list consists of 80 companies ranging from manufacturing, corporate headquarters, to key sales/service organizations. Our hope is to perform close to 140 visits over the next 12 months with these 80 companies.

3. Site Visits/Presentations

- a. Project Ribeye and Project Hurricane visited or allowed us to present our community. Project Ribeye will be announcing its location in another community soon. Project Hurricane is still active.

4. Industrial Park

- a. The approval process is underway. Keystone Engineering and Development Services have been active working the project through the approval process. We have a few companies locally who have expressed interest in relocating.

5. BID

- a. We are excited to potentially partner with the downtown merchants and Visit Stillwater to provide a solution post BID expiration. We're looking forward to seeing the report Mr. Batchelor's team produces.

6. Fox 25

- a. Engaged us on Amazon Prime Day to put a story together about the recent retail closures. Instead, we showcased a thriving downtown business, EVERYMAN. Bryson did an excellent job representing our local retailers.

7. Xplosafe

- a. Won an SBIR contract for \$1 million. The company is committed to our community and using our great educational institutions like OSU and Meridian Tech.

8. Census 2020

- a. Attended meeting with Patty Evans and Ed Long. We will play an active role with both the City and University to ensure our community is properly represented.

9. Things to look for in the future

- a. Website – We're close to full buildout of our website framework. We will begin plugging in the content soon.
- b. Crazy Days and Jingle Bells Reports
- c. Stillwater Entrepreneur Support

Business Marketing and Attraction by Industry Sector Q4

Measures	Industry Sectors				Total
	Aerospace	Bio-Science	General Manufacturing	Other	
Requests for proposals	1	0	10	20	31
Proposals submitted	1	0	1	4	6
General business assistance requests	0	0	3	35	38
Active prospects	1	0	5	6	12
Prospect visits	0	0	1	1	2
Businesses attracted to the region	0	0	0	0	0
Jobs attracted (full time, part time)	0	0	0	0	0
Total number and value of new development projects	0	0	0	0	0
Wages/salaries of jobs attracted (average)	0	0	0	0	0
Incentives awarded (projects)	0	0	0	0	0
Targeted marketing projects	1	0	1	0	1

Inquiries	Industry Sectors				Total
	Aerospace	Bio-Science	General Manufacturing	Other	
Land	1	0	2	4	7
Building	1	0	6	10	17

* Some RFP's state both land and building options, and some are incentive requests.

Special Requirements	Industry Sectors				Total
	Aerospace	Bio-Science	General Manufacturing	Other	
Rail	0	0	4	0	4
Access to interstate or major highway	0	0	2	3	5
Access to airport	0	0	0	1	1
Access to waterway	0	0	0	0	0

*RFP stated a special requirement for more than one category