



Tuesday, August 10, 2021 at 7:30 a.m.

MEETING WILL BE HELD AT THE CHICKASHA CHAMBER OF COMMERCE BUILDING
LOCATED AT 221 W. CHICKASHA AVE., CHICKASHA, OKLAHOMA

AGENDA

- I. Call to order/Chairman's Comments
- II. Motion for Discussion/Approval/Vote of July Minutes
- III. Motion for Discussion/Approval/Vote of July Financials
- IV. Discussion of Economic Outlook
- V. Motion for Discussion/Approval/Vote for Final Grant Payment to Great Plains Land & Cattle LLC
- VI. Community Development Committee Update –Weston DeHart
- VII. CEDC Update
- VIII. New Business
- IX. Closing Comments, Announcements & Adjournment

Chickasha Area Economic Development Council, Inc.

July 13, 2021

Minutes of Meeting

Present: Kyle Abrahams, Tim Elliott, Ed Stanton, Cale Walker, Chris Mosley, John Feaver,
Cassandra Ersland, Ronnie Bogle, Rick Croslin, John Mosley

Absent: Ryan Posey (Excused), Weston DeHart, Kirk Painter

Staff: Jim Cowan & Shayla Roth

Guests: Susan Jones, Tory Wise, Jim Allen, Scott Smith, Kimmy Loggins, Steve LaForge,
Matthew Brooks, Brad Wilkerson, Whitney Palesano, Kean Spellman, Ty Pool,
Jamie Jones, Andy Maher, Kea Ginn, Shae Mortimer, Pat Brooks, Mitch Williams,
Dwain Sehon, Jay Epperson

I. Call to Order

At 7:31 a.m. it was determined a quorum was present and Chairman Abrahams called the meeting to order.

II. Motion for Discussion/Approval/Denial/Vote of the June Board Minutes

Motion made by Bogle, second by Ersland to accept the June Board Minutes as presented, Motion passed with all voting in favor.

III. Motion for Discussion/Approval/Denial/Vote of June Financial Statements

Motion made by Stanton, second by Walker to accept the June Financial Statements as presented. Motion passed with all voting in favor.

IV. Discussion/Approval/Vote on CEDC Revised 2021-2022 Budget

Motion made by Walker, second by Stanton. Motion passed with all voting in favor.

V. Discussion of Economic Outlook

Stanton reports that the banking world is still going well, there is still some expansion and some uncertainty in all markets in relation to the federal government. There is some extra caution being exercised there. Rates continue to hold fairly steady, which is not so great for the depositor, but it is good for the person who needs working capital and expansion so I do think that we are in a period where large expansion projects are kind of on hold until

consumer and also investment confidence is there. Those that we are seeing are going rather well and moving right along. Cash flows are good. Rig counts are up and oil is up. Over all positive. We did hear a report that they expect the cost of lumber to be back to pre-covid numbers soon. There is some investigation into price gouging.

Mr. Spellman introduced Ty Pool, the new VP of Public Management. He says that there has been a huge spike in healthcare wages and the demand for healthcare professionals has just exploded. Physician recoupment has always been a huge challenge for rural communities but Ty is pretty accomplished in that. The hospital has a new general surgeon Luke Tohu. America's Restoration Act was recently passed that helps counties and cities to try and replace some of the funding that covid eliminated. Because we are a county owned hospital we are in the midst of completing our application to try and get back some of the sales tax that we lost due to covid that we can project. The hospital got a PPP loan for \$3.2 million, which has been forgiven, it has been spent on payroll. This will help with the projects that were put on hold that are capital in nature, which are the expansion of Five Oaks and to renovate the old ancillary imaging department. If indeed we receive the loan, it will add about \$2 million to our capital budget which we sorely need. When we passed the sales tax the objective was to barely cover the building cost, that's all the sales tax did. But as our economy improved after we passed it, we got a little bit more so we were able to do a little bit, about \$100,000 or so to help build the old air conditioners and old infrastructure of that 60 year old building. We are basically geared on physician recruitment although we need space for it. Things are going up, but still not at pre-covid volume levels.

Dr. Croslin reports that school starts in 4 weeks. The board approved a bid for \$2.5 million for 235 new HVAC units and lights, so basically we have new lighting throughout the district. Our air conditioners will be taken care of throughout the district over the course of this next year. Roofing projects continue, but supply chain has really slowed down our projects. Grand is almost done except the purple trim. Our color scheme is that all buildings throughout the district will have grey roofs on them and purple trim and guttering with gold lettering. We will be having a survey soon as we are updating our mascot. We are The Fightin Chicks, we are not changing that. Just changing the mascot you see in our branding and on the sidelines of games. There will be several options and we would like to hear from you on your choice. All I can tell you is God is good. Attendance has been increasing and a lot of parents coming in and we are hearing a lot of good things about the school district. It takes a lot of work to move something forward but it sure is fun.

Maher reports that the fairgrounds next event is the Oklahoma State 4-H Horse Show. The event has been at the Lazy E in Guthrie the last 5 years. They just finished the World Series Team Roping, they had people here from all over the place and it was a huge event. They bought the land next to the hotel and when the Junior National Cattle Show that just finished was here it was full of trailers. It was by far the biggest event that they had ever done, it was a great event and was just under 1000 head of cattle, in the industry they relate that to 3 people follow that 1 animal. So that was about 3000 people here for that one show for the entire week. It didn't come without some problems though. We sat down

with them as a group when they were finished and they all said that this was by far the smallest town they had ever been to for this event. There were issues with hotel reservations and the availability of restaurants and food/supplies in general. They were concerned with the ability for Chickasha to host another of these shows again. We hope to correct these issues and try to improve all these things for the next time.

Dr. Feaver reported that the Summer Arts Institute is ongoing and they are hosting around 260 of the most talented young people in Oklahoma and scholars from all over the world are on campus right now. We are very pleased to have this event on campus. I hesitate this early on to anticipate the fall enrollment because we still have the summer melt problem ahead of us through August. Right now we may have a very healthy enhancement of enrollment numbers and revenue for the college. I would really like to commend the city/mayor that helped clean up the area around the college and fix a water main that needed to be fixed. Kudos to the City. Cowan recommended that the Chamber/EDC needs to work with the college to do a mini job fair to get jobs for the incoming fall students. Feaver states that Art Record downtown will be opening late July/August and it will help to move some of our operations downtown as it will be a teaching facility with a gallery and art studio that will be fully hooked up to the college in terms of structural capabilities and hope to expand that. The internships practical work experience in conjunction with the transcript in class activity and development is very important to their post graduate potential.

Mayor Mosley reports that the city is currently working on a water main break that should be finished by tomorrow. We also have a sewer line break east of town. We also have some work to be done at the depot, so those will be budgeted items. We are accumulating a list of broken valves and pressure reduction valves in our community to look at having maybe a small fee on your water bill to help make these imminent repairs. There are a lot of these repairs and these are from a lack of a maintenance program and a lack of people. We have some options for the sports complex and we are making some changes at Lake Chickasha. We will have a post out there that will be collecting fees, overseeing the activities that may take place and we will have boots on the ground to help clean up Lake Chickasha. The hired contractor is going to be an excellent choice. Effective July 1st was our first water bill increase from Fort Cobb, the increase was up 33%. That was based off the CPI that's done every 10 years and based off a contract from 1992. We are trying to figure the cost of delivery for water from Ft Cobb until the time it hits the Washita river after the treatment plant. When we have that cost we may be making an adjustment later on, we just have to be able to fund the depreciation and everything else. We just have to be able to be sustainable as it's a main source of our revenue. Elliott asked if Mosley could define 33% increase, Mosley states it is up from roughly \$26,000 to \$34,000 for our monthly water bill. Which is about a \$100,000 increase that we weren't anticipating when we first set the rates. We will be reviewing it to see how it affects us. On the search for a City Manager we will have a meeting and be reviewing the top candidates and choosing questions to ask of them. The Fly-In was July 19th and we had about 3700 people attend. It was a huge success and we are already planning for next year to make it bigger and better. It was good to see everyone move around and doing things. The engineers have been at the east side development

looking at some issues there and there is another issue on the south end of town at the First Assembly the God church. There is a water collection system that is not working correctly so we are doing some engineering there. Ralph Beard approached him about repaving Pike's Peak road, they are willing to do an interlocal agreement where they will provide all the labor and half the materials, if we will pick up the other half of the materials cost. Our cost will be for half of the materials and it will go up 16th street also to the overpass.

Bogle reports that CVTech has a lot of local industry that have been brought in from Scott and his group and a lot of training opportunities. We have opened up our meeting spaces and are scheduling for outside people to come in.

Cassandra reports that the meeting with Senator Inhoff went really well. The 1st Lunch & Learn starts next week with Oh18 talking about social media training for beginners. There are still a ton of new Chamber members joining. All our programs are starting back up. We resumed the Chamber Connects with the 1st one having a pretty good turnout. The next will be at Viridian Coffee this Friday, it will be a hybrid event with a ribbon cutting also. The golf tournament will be September 11th and the Women's breakfast will resume on September 25th. We also just launched our new logo for our rebranding. With that we are working on signage for the front of the building, it will be a big LED sign. We will be working on the conference room to enable it with Zoom capabilities within the next couple of months. Christmas in July is our next big event. We did a marketing report for a recap for Q2 and our engagement on social media has increased by 54%. It has been so cool to see people engage throughout the community for Christmas in July. July 22th the leg lamp will be up. July 24th starting at 5 o'clock have a Huge block party with water inflatables, summer Santa snow cone social, Face painting, food trucks and Christmas Cool Down Concert with Billy Davis & the Band of Brothers then The Imaginairies and a small firework show. There is also a Christmas movie each Thursday at the Theater.

- VI. Motion for Discussion/Approval/Vote to recommend grant payment to Bush Family/Petroleum Building. Motion made by Elliott, second by Croslin. Motion passed with all voting in favor.**
- VII. Motion for Discussion/Approval/Vote on request for 18-month grant extension to Chickasha Today for 101 W. Chickasha Ave. Motion made by Elliott, second by Croslin. Motion passed with all voting in favor. Abrahams abstained.**
- VIII. Motion for Discussion/Approval/Vote for Kea Ginn to replace Seth DeHart on EDC Board Motion made by Croslin, second by Stanton. Motion passed with all voting in favor.**
- IX. Motion for Discussion/Approval/Vote on Proposed EDC Workplan. Motion made by Bogle, second by Elliott. Motion passed with all voting in favor.**

X. Community Development Committee Update – Kyle Abrahams

Abrahams talked about the AARP grant that was approved for crosswalks, bike racks, pole banners. Working on mural ideas to present to the Historical Preservation Commission to get approved. We have 6 or 7 buildings that we are looking to get murals on within the next 12 months in phases.

XI. CEDC Update

Oklahoma Travel Industry Association had the Red Bud Awards last month and the EDC was fortunate enough to get some nice recognition. We received the Merit Award for Outstanding New Attraction for the Chickasha Leg Lamp, Red Bud Award for Outstanding Media Coverage for the Chickasha Leg Lamp and the Red Bud Award for Best Overall Marketing Campaign with a small budget for Hometown Christmas. There is a consensus that we will have much more to submit next year. Chickasha By the Numbers was compiled and sales tax reported will see a spike due to stimulus checks out and inflation. Restaurant costs are rising due to cost of goods and labor going up, that also means that sales tax will go up a little. Unemployment rate was lower than the state average and definitely lower than the national average. Hotel/Motel Tax not reported yet but the month of June has a chance of being a very significant number. New category for our website will be economic overview and it will show we are marketing for the whole county, not just Chickasha. We are working on getting new information to put together proposals for new businesses to come to the area with supporting data. Zoom today hosted by OK Department of Commerce with US Economic Development Administration and Department of Agriculture. The American Rescue Plan has a lot of funds and the State will be receiving \$1.9 Billion. Chickasha is officially an affiliate of Keep Oklahoma Beautiful. I met with the Director and her staff to understand what programs they have and how to implement them here and how to help with some small grants to implement some small projects. We are looking at doing another Clean-Up day in August and hope to have all that confirmed early next week and it will be done a little different this time to avoid some of the issues we had last time. We would like to start a program to get businesses on board with information from peer cities to get storefronts cleaner and we are going to join the Paint Oklahoma Beautiful program to power wash and paint a building in need. Redbud Ridge will be going to the planning commission to get their plat approved. No funds on the loan that was approved will be paid until they are 100% approved by the city. Rotary is having Christmas in July Trivia Night at the Brewery. There is also a lot of planning going on between the EDC, Chamber and FOL to try and see what we can do downtown during the holiday months to 1. Help downtown 2. Grow our sales tax base 3. Reduce the traffic a little during the FOL. We are optimistic that this holiday season there will be more activities and more reasons for people to come downtown this holiday season.

XII. New Business

None reported at this time.

XIII. Closing Comments, Announcements & Adjournment

Abrahams states that there is a lot of exciting projects going on. If anyone has any ideas or projects that you think that the EDC could be helpful on please contact Jim or myself.

Motion made to adjourn by Ersland, second by Elliott. Meeting Adjourned at 8:44 a.m.

Respectfully Submitted by:



Shayla Roth



Kyle Abrahams, Chairman

Economic Development Council of Chickasha, Inc.
Statement of Assets, Liabilities and Net Assets-Modified Cash Basis
July 31, 2021

Assets

Current Assets

Economic Development Council	\$ 22,386.13
Petty Cash	239.85
FNB - ICS Sweep Account .15%	<u>326,783.28</u>

Total Current Assets 349,409.26

Other Current Assets

FNB CD #5108 9/02/21	90,744.11
Liberty Bank CD #839 11/4/2021	17,486.11
FNB CD #0382 11/3/2021	17,464.23
Liberty Bank CD #1014 11/23/2021	103,274.30
FNB CD #4707 11/8/2021	<u>102,824.92</u>

Total Other Current Assets 331,793.67

Property and Equipment

Land - 33.59 ac	170,000.00
Office Equipment	6,600.00
Accumulated Depreciation	<u>(3,284.67)</u>

Net Property and Equipment 173,315.33

Non Current Assets

Total Non Current Assets 0.00

Total Assets \$ 854,518.26

Liabilities and Net Assets

Current Liabilities

FICA/FWH Payable	\$ 2,827.52
State W/H Payable	493.00
Futa Payable	96.96
SUTA Payable	<u>34.31</u>

Total Current Liabilities 3,451.79

Long-Term Liabilities

Total Long-Term Liabilities 0.00

Total Liabilities 3,451.79

Net Assets

Without Donor Restrictions	<u>851,066.47</u>
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Total Net Assets 851,066.47

Total Liabilities and Net Assets \$ 854,518.26

Economic Development Council of Chickasha, Inc.
Statement of Revenue and Expense-Modified Cash Basis
For the One Month Ended 07/31/21

	1 Month Ended July 31, 2021	1 Month Ended July 31, 2021
Changes in Net Assets Without Donor Restrictions:		
Revenues and Gains		
Contracts	<u>61,733.32</u>	<u>61,733.32</u>
Total Revenues and Gains Without Donor Restrictions	<u>61,733.32</u>	<u>61,733.32</u>
Expenses		
Advertising/Marketing	9,880.00	9,880.00
Facilities and Equipment-Other	1,175.55	1,175.55
Rent, Parking, Utilities	1,629.04	1,629.04
Contract Labor	300.00	300.00
Dues, Fees, Subscriptions	477.98	477.98
Office Expenses	137.99	137.99
Accounting Fee	325.00	325.00
Equipment Lease	97.99	97.99
Salaries	12,213.00	12,213.00
Payroll Expenses	1,130.77	1,130.77
Taxes-Payroll	953.08	953.08
Mileage	127.12	127.12
Meals	70.90	70.90
Telephone/DSL	75.00	75.00
Tourism Expenditures	12,896.69	12,896.69
Tourism Grants	<u>5,000.00</u>	<u>5,000.00</u>
Total Expenses	<u>46,490.11</u>	<u>46,490.11</u>
Other Income		
Interest Earned	<u>14.87</u>	<u>-14.87</u>
Total Other Income	<u>14.87</u>	<u>(14.87)</u>
Increase (Decrease) in Net Assets Without Donor Restrictions	<u>\$ 15,258.08</u>	<u>\$ 15,228.34</u>

Economic Development Council of Chickasha, Inc.
Operating Statement-Budget and Actual -Modified Cash Basis
For the One Month Ended July 31, 2021

	1 Month Ended July 31, 2021 Actual	Total Annual Budget	Remaining Budget Balance
Changes in Net Assets Without Donor Restrictions:			
Revenues and Gains			
Contracts	61,733.32	370,400.00	308,666.68
Carryover Fund Balance	0.00	64,204.13	64,204.13
Grants	0.00	14,000.00	14,000.00
Total Revenues and Gains Without Donor Restrictions	<u>\$ 61,733.32</u>	<u>\$ 448,604.13</u>	<u>\$ 386,870.81</u>
Expenses			
Advertising/Marketing	9,880.00	36,204.13	26,324.13
Prospect Hosting/Recruiting	0.00	1,500.00	1,500.00
Data	0.00	200.00	200.00
Bank Service Charges	0.00	20.00	20.00
Facilities and Equipment-Other	1,175.55	2,000.00	824.45
Rent, Parking, Utilities	1,629.04	19,000.00	17,370.96
Contract Labor	300.00	2,000.00	1,700.00
Conferences/Professional Dev	0.00	1,000.00	1,000.00
Insurance - Liability, D and O	0.00	3,200.00	3,200.00
Insurance-Worker's Comp.	0.00	500.00	500.00
Dues, Fees, Subscriptions	477.98	13,000.00	12,522.02
Miscellaneous Expenses	0.00	200.00	200.00
Office Expenses	137.99	3,000.00	2,862.01
Accounting Fee	325.00	2,400.00	2,075.00
Professional Fees-Audit	0.00	5,500.00	5,500.00
Equipment Lease	97.99	500.00	402.01
Salaries	12,213.00	150,000.00	137,787.00
Payroll Expenses	1,130.77	32,000.00	30,869.23
Taxes-Payroll	953.08	13,500.00	12,546.92
Travel and Call Trips	0.00	1,500.00	1,500.00
Mileage	127.12	2,000.00	1,872.88
Meals	70.90	2,480.00	2,409.10
Telephone/DSL	75.00	900.00	825.00
Website Maintenance	0.00	6,000.00	6,000.00
Tourism Expenditures	12,896.69	30,000.00	17,103.31
Small Bus. Start-up Program	0.00	20,000.00	20,000.00
Tourism Grants	5,000.00	10,000.00	5,000.00
Business Expansion Grants	0.00	50,000.00	50,000.00
Community Development Projects	0.00	30,000.00	30,000.00
Keep Chickasha Beautiful/Clean	0.00	10,000.00	10,000.00
Total Expenses	<u>\$ 46,490.11</u>	<u>\$ 448,604.13</u>	<u>\$ 402,114.02</u>
Other Income			
Interest Earned	-14.87	0.00	-14.87
Total Other Income	<u>\$ -14.87</u>	<u>\$ 0.00</u>	<u>\$ -14.87</u>
Increase (Decrease) in Net Assets Without Donor Restrictions	<u><u>\$ 15,228.34</u></u>	<u><u>\$ 0.00</u></u>	<u><u>\$ 15,258.08</u></u>

See Attached Accountant's Compilation Report