



### ECONOMIC BENCHMARKS

- Unemployment Rate (Kay County): <sup>(1)</sup>
- Sales Tax Annual Change: <sup>(2)</sup>
- Annual Building Permits, in millions: <sup>(3)</sup>
- 2015 School Enrollment: <sup>(4)</sup>

14-15	13-14	12-13	11-12
5.5%	5.4%	6.6%	6.1%
+1%	+4.3%	(-2.49%)	+7.49%
\$42.8	\$32.1	\$26.0	\$20.9
5,250	5,315	5,302	5,220

### PCDA BENCHMARKS

- New Companies Contacted:
- Visits to Existing Companies:
- Number of Projects Added:
- Number of Projects Closed:
- Number of Wins (Agreements):

14-15	13-14	12-13	11-12
286	283	258	225
1,168	979	1,347	330
11	14	15	17
18	12	9	9
2	7	4	3

### PCDA JOB IMPACT COUNT

- Attraction:
- Expansion:
- Retention:
- **Total Jobs:**

14-15	13-14	12-13	11-12
20	78	75	35
141	128	162	57
7	46	25	160
<b>168</b>	<b>252</b>	<b>262</b>	<b>252</b>

### PCDA FINANCIALS

#### • Revenues

- Sales taxes collected:
- Leases/Other Revenue:
- Land Sale:
- Interest:

#### • Total Revenue:

	14-15	13-14	12-13	11-12
Sales taxes collected:	2,156,898	2,105,883	2,017,189	2,014,446
Leases/Other Revenue:	290,759	220,228	212,063	216,183
Land Sale:	—	177,718	—	—
Interest:	40,342	38,015	37,002	45,203
<b>Total Revenue:</b>	<b>2,487,999</b>	<b>2,541,844</b>	<b>2,266,254</b>	<b>2,239,610</b>

#### • Expenses

- New Industry
- Marketing:
- Existing Industry Assistance:
- Operations:
- Capital Costs:

#### • Total Expenses:

#### Net Retained/PCDA Opportunity Fund:

	14-15	13-14	12-13	11-12
New Industry	122,425	245,242	239,739	459,359
Marketing:	68,503	76,761	78,000	148,896
Existing Industry Assistance:	126,272	36,971	64,044	209,399
Operations:	803,447	718,754	686,551	568,230
Capital Costs:	126,630	172,106	95,092	34,081
<b>Total Expenses:</b>	<b>1,247,277</b>	<b>1,249,834</b>	<b>1,423,121</b>	<b>1,419,965</b>
<b>Net Retained/PCDA Opportunity Fund:</b>	<b>1,240,722</b>	<b>1,292,010</b>	<b>843,133</b>	<b>819,645</b>



### PCDA 2014-2015 ACCOMPLISHMENTS

- Contacted 286 new companies for recruitment purposes.
- Contacted/met with existing Ponca City companies 1,168 times.
- Contacted 75 site consultants to promote Ponca City for new projects.
- Worked 17 new significant project leads.
- Opened 9 new job creation projects from the leads worked.
- Solicited one new ICAP project application for an existing Ponca City company.
- Conducted two hiring events for local companies.
- Held an Alternative Employee Seminar for area employers on February 23, 2014.
- Attended four military fairs to recruit potential employees for Ponca City companies.
- Attended two college job fairs to recruit potential employees for Ponca City companies.
- Attended four plant closing events in communities outside Ponca City to recruit potential employees for Ponca City companies.
- Conducted three additional PoncaWorks visits to other communities for job recruitment purposes.
- Placed 26 key employees through PoncaWorks.
- Launched a new analysis of the Ponca City area workforce.
- Conducted a survey of Ponca City employers of expected future workforce needs.
- Completed the Log10 lease and property improvements.
- Coordinated and/or supported five different "Healthy Communities" events.
- Coordinated job fairs and career events at area high schools.
- Coordinated a child care study to identify employer and potential employee needs.
- Conducted and completed an overhaul of the PCDA Personnel Policies.
- Produced an Annual Report to the community on PCDA results, finances and accomplishments.
- Completed the annual independent audit with a clean opinion.
- Completed call trips to Chicago, North Dakota, Dallas, Seattle and Houston.
- Co-sponsored and attended the ICSC, Bio, AUSVI and MRO trade shows.
- Held a board retreat in December to update the economic development plan.
- Funded a CDBG first time homebuyer program through the city to support workforce recruitment.
- Awarded the Henry Bellmon Sustainability Award for the Lighten the Load program.
- Graduated the first company out of the PCDA/Pioneer Tech Accelerator.
- Adopted a new budget for fiscal 2015-2016.

### PCDA JOB IMPACT SINCE 7/01/03 <sup>(5)</sup>

	03-04	04-05	05-06	06-07	07-08	08-09	09-10	10-11	11-12	12-13	13-14	14-15
Attraction	174	26	221	247	70	42	129	480	35	75	78	20
Expansion	201	261	150	43	220	0	15	50	57	162	128	141
Retention	28	85	30	50	25	149	30	15	160	25	46	7
<b>Yearly Total</b>	<b>403</b>	<b>372</b>	<b>391</b>	<b>340</b>	<b>331</b>	<b>191</b>	<b>174</b>	<b>545</b>	<b>252</b>	<b>262</b>	<b>252</b>	<b>168</b>

### TOTAL JOBS: 07/01/03 TO 06/30/15:

**3,675**

(1) As of June 30th of the applicable year. Source: Oklahoma Employment Securities Commission.

(2) As of June 30th of the applicable year. Source: City of Ponca City.

(3) Twelve month total for the calendar year ending December 31st within the period indicated. Source: City of Ponca City.

(4) As of October of the applicable year. Source: Ponca City School District

(5) Includes only those jobs in which PCDA played a significant role. It does not represent total jobs added in Ponca City nor does it include indirect or induced jobs. Source: PCDA data.