

MIDPOINT

News, Views, & Comments From Oklahoma's Largest Industrial Park

Employment at MidAmerica firms grow by 200 in 2007.

MidAmerica annual review describes "a year for the record books."

MidAmerica Industrial Park Administrator Sanders Mitchell presented his annual "State of the Park" address to the January meeting of Pryor Area Chamber of Commerce.

"This past year, as you may have heard, was one for the record books," Mitchell said. "Two new companies joined our more than seventy existing companies. Today, MidAmerica businesses have an employee base of more than 4,300."

Much of the groundwork for 2007 happened in 2006. "In 2006, Gatorade announced their plans to locate here," Mitchell continued. "Now, they are up and running."

"Also during 2006, I received a phone call from a little outfit in California," Mitchell said. "They were interested in coming to MidAmerica but, a first for us – they would not produce anything. I asked how much land they needed not to produce anything and they said about 800 or 900 acres."

"I asked the company's management how they found us. They said, 'we Googled you.'" Mitchell continued. "We searched the internet for an industrial park that met our needs and MidAmerica fit the bill."

"Gatorade and Google may look like they have nothing in common. But, they actually have similar needs that play to our strongest assets. Both needed large tracts of land at a competitive price, low cost utilities and plenty of water at attrac-



Gregg Kingfisher of Salina was one of the 200 people hired last year by a MidAmerica company. In March of 2007, he was hired as a "Warehouse Selector" at SYGMA. "I heard it was a good place to work and it is," Kingfisher said.

tive rates. Additionally, they will both need quality employees to fill higher wage positions."

Although Google and Gatorade brought much deserved excitement and press during the past year, MidAmerica will soon reach its 50th Anniversary. The park's administrative staff, during the recent years, has focused on preparing the infrastructure for today. Mitchell does not view the businesses as industrial park tenants or residents; but rather as entities with which he and his staff become partners.

continued next page

Major ice storms fail to disrupt operations at MidAmerica's industries.

Oklahoma weather has always been somewhat unpredictable, even for meteorologists. Certainly, 2007 had its share of surprises for Northeast Oklahoma with two "100-year ice storms" serving as bookends for the year.

However, for industries located in MidAmerica Industrial Park, the minimal impact of the freezing rain and ice in January and December 2007 again highlighted the importance of utility reliability at MidAmerica. Through both ice storms, the power stayed on, supplying the needs of MidAmerica resident firms.

"We have been communicating the reliability of GRDA power at MidAmerica Industrial Park to prospective industries for years. This service is critical for many of these companies," said MidAmerica Administrator Sanders Mitchell.

With its Transmission and Engineering Headquarters located adjacent to MidAmerica, GRDA says it is in a good situation to help meet the needs of industrial park customers.

"Reliability is a priority," said GRDA Corporate Communications Director Justin Alberty. "Having power line maintenance personnel close by, with a crew dedicated to park customers, helps us insure reliability."



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MidAmerica annual review continued from front page

“Unlike other economic development organizations, we like to partner with our industries to help them when and where we can. We have achieved this level of success by bringing over 70 companies to the park and doing everything we can to help them succeed.”

Mitchell’s approach must be working because industries are doing well, indeed.

American Castings has more than tripled their workforce in less than four years. Berry Plastics purchased two companies in December. GRDA will build a new Engineering and Transmission Headquarters at MidAmerica. Labinal signed new contracts and ramped up hiring



Late last year, Gatorade began operation at their 1.4 million square-foot plant with 250 employees on-board.

as many as 50 to 60 new employees a month. Orchids Paper Products has a new paper machine producing miles of tissue, toilet paper and paper towels each day. Performance Pipe expanded with a 16,000 square foot addition, enabling them to produce pipe in longer lengths than ever before.

About 200 permanent jobs were added within the park last year. That does not include construction-related jobs, of which there were also about 200 during much of the year.

“Thanks to our existing roster of companies and our latest wins, we now have the kind of momentum that is the envy of our competitors,” said Mitchell.

“However,” Mitchell said, “as hard as we work to bring in new companies to MidAmerica, I think the best growth we see is from those firms that start small, take root and then grow like crazy like GAP Roofing, HemSaw, Power Soak, QMI, RAE Corporation, Red Devil, and Williams Construction.



Construction proceeds at the Google facility just across from the new Gatorade plant.

“These companies and many others are the ones that come here, grow here, stay here. They are highly valued to us because they form the community and economic foundation for the success that we enjoy.”

“Thanks to our existing roster of companies and our latest wins, we now have the kind of momentum that is the envy of our competitors. Just think, it only took us forty-eight years to get to where we are today. We were building our assets; we were recruiting new firms; we were nurturing existing firms; and, we were adding one job at a time,” concluded Mitchell.

MidAmerica industries help put Mayes County United Way over the top.

MidAmerica industries and Mayes County businesses have traditionally been extremely responsive to community needs and particularly the thirty agencies of the local United Way. “This year we have seen phenomenal



Check this: Gatorade employees Anna Simpson, Chris Weber (UW Board Member), Mandy Jefferson, John Duke (UW Board Member) and Beth Bias present a check to Jeff Kolker (President of United Way, Kolker & Kolker), Marilyn Palmer (VP of United Way, RCB Bank) and Board Members Amy Johns (Pryor Daily Times), Lori Nichols (American Castings) and Lou Swank.

participation from throughout the county and the park,” said United Way treasurer and Pryor businessman Jeff Kolker.

The 9th Annual Williams Construction Company Golf Tournament raised a record amount with \$16,222. Because Williams Construction paid all tournament expenses, every penny they raised went to United Way. “We began our Tournament in 1999 and raised \$1,000,” said Williams president Ivan Williams. “I am very proud of our staff, particularly Kathy Porterfield, the heart of this event. We are all thankful for the support the community gives to the tournament.”

New to Mayes County United Way fundraising, Gatorade Plant Manager Chris Weber showed his company’s philosophy of community support and his employee’s vision and mission “to exceed



FORE: Pam Arnold and Marilyn Palmer with RCB Bank and the Mayes County United Way accept a check from Ivan Williams and Kathy Porterfield of Williams Construction.

expectation” is more than backed up by their actions. Gatorade and its first 175 employees combined forces and during a one-week campaign raised \$62,492 which they presented to Kolker at the January Pryor Area Chamber Luncheon.

“We set the fundraising goal at \$60,000,” concluded Kolker. “These donations and pledges have enabled us to more than double that amount.”

Ice storm continued from front page

Additionally, with the GRDA Coal Fired Complex framing the southern edge of MidAmerica, an abundant supply of power is close at hand. That can mean less opportunity for weather-related outages, simply because of proximity.

“The transmission path, from our generation source to our MidAmerica customers is a short one, and that certainly benefits our reliability within the park,” continued Alberty.



GRDA Substation Engineer Bud Averill surveys the damage inside GRDA's Highway 412 Substation following the January '07 ice storm. Most of GRDA's damage in January '07, was well east and south of the MidAmerica Industrial Park.

Alberty also added that GRDA's right of way maintenance program is an aggressive one; meeting all the standards set forth by North American Electric Reliability Corporation (NERC).

“All the trimming and mowing done during the summer months goes a long in protecting the system during an ice storm,” added Alberty. “We witnessed the benefit of the maintenance program not only in MidAmerica, but all across our transmission system last year.”

GRDA's Cushing Line Crew Superintendent Chester Rothhammer works to clear debris from a fallen transmission structure between Claremore and Collinsville in December '07.



Fortunately, MidAmerica customers witnessed that as well.

“We cannot afford to go without power for long, and it takes a long time for us to get started again,” said American Castings Plant Manager Mike Fuller. “It was a great blessing that we didn't lose power through either storm.”

Gatorade Plant Manager Chris Weber added another piece to the equation of the park's infrastructure. Weber stated, “When we talk of the reliability of the MidAmerica Industrial Park infrastructure and utilities, the absence of power outages is definitely important. But, just as important to our facility was the fact that MidAmerica kept the water flowing - the wastewater and the water pumps. We need it all to produce product, and we had it all. We were in full production throughout the storm.”



GRDA linemen unload new transmission poles, to rebuild structures near Keetonville.

“We know from experience when companies want to relocate or expand, they all look for three basics that includes an available building and a strong workforce”

said MidAmerica Industrial Park Administrator, Sanders Mitchell. “However, at the top of the list, they want a strong infrastructure. They are looking for affordable and reliable utilities.”



GRDA System Operator Tim Hooker makes notes on a GRDA energy delivery system map at the Energy Control Center atop Kerr Dam. GRDA system operations personnel dispatch power and monitor the system round the clock. During the January and December ice storms, there quick actions and ability to sometimes reroute power, helped keep electricity flowing to customers.

“We have spent much time and money on our infrastructure and on building our relationships with companies that supply utilities and services to our industries. We are fortunate to have GRDA on-site. Along with rates that are a great bargain nationally. Additionally, their reliability is simply among the best in the country.” Mitchell concluded, “During the two ice storms we had in less than twelve months - not one of our industries powered by GRDA lost even a minute of power. We were fortunate and we are grateful.”

OSU-Okmulgee/MidAmerica receives \$100,000 grant.

OSU-Okmulgee at MidAmerica Industrial Park was recently named by Oklahoma Department of Commerce as one of three Manufacturing Centers of Excellence within the state. The designation brought with it a \$100,000 grant which will be used to promote and advance the manufacturing sector in Oklahoma.



Students from Pryor's Roosevelt Elementary School display some of designs that they made in the LEGO Engineering Program session at the OSU-Okmulgee, MidAmerica Campus. At the back: Counselor Kim Sisk, Teacher Shelly Nutter along with members of the Norit Americas' Brenda Reno and Plant Manager Chris Soap. Norit Americas was the sponsor of this session.

"This grant given to OSU-Okmulgee at MidAmerica will help to provide career guidance and career exploration to youth throughout the area," said Norma Noble, Oklahoma's Deputy Secretary for Workforce Development. "We want to help engage the youth in the great jobs available throughout the manufacturing industry and provide a pipeline of skilled workers to our manufacturing employers in MidAmerica."

"Today, most positions require high-level skills," said Scott Fry, OSU-Okmulgee/MidAmerica Director. "We want to reach out to all workforce and economic development professionals. Additionally, we want to work with K-12 educators and students. This grant will allow us to attack workforce development from a number of different angles."

"First, we want to interact with all individuals who are advising our youth so

that they have a better and more informed perception of jobs within the manufacturing sector," continued Fry. "We are currently developing programs for public educators to better inform them of manufacturing careers and opportunities. The courses will be conducted during the summer and will provide the educators with an opportunity to learn more about manufacturing careers.

We will also include tours of some of the manufacturing facilities."

"Manufacturing has the second highest wage rate of all business sectors in America, and people need to know that," said Fry. "The educators will interface with manufacturing leaders. They will learn about available jobs and the skills necessary to acquire them.

They will explore career and educational pathways required for the high wage positions within manufacturing."

The grant will also allow OSU-Okmulgee/MidAmerica to expand its LEGO Engineering Program, which engages young people in technology and engineering through fun and interactive sessions. Additional funds have been earmarked to pay tuition for high school juniors and seniors to enter the new OSU-Okmulgee/MidAmerica Industrial Maintenance Technology program. The program will provide students with the

opportunity to earn college credits by attending classes during their last two years in high school.

"This program will really give these students a head start coming out of high school and allow them to earn a high wage at a very young age," said Fry. "But, most important, these young people will be the sounding board to their friends and they will become essential advocates of industry and manufacturing."

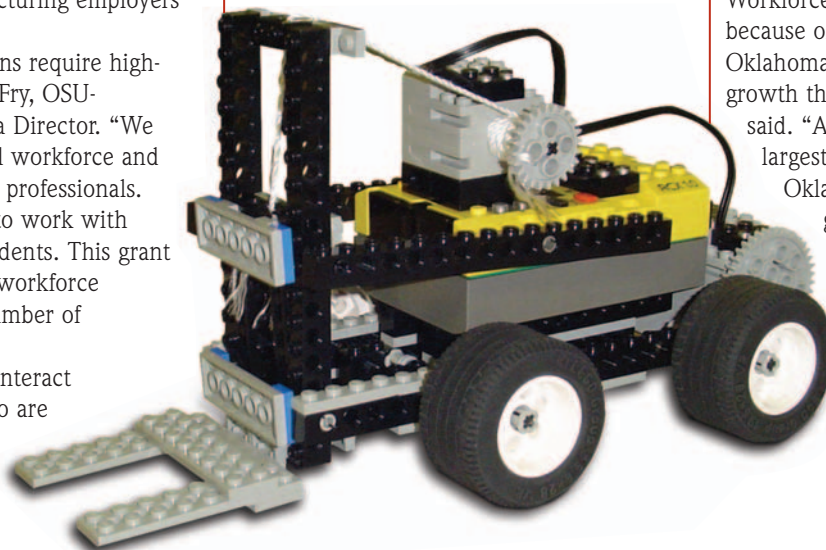
Other benefits allowed by the grant will be directed toward incumbent workers. WorkKeys assessments, career ready certification and customized training programs for the industries will continue to educate and reeducate adults and current employees.

A final element is website development. The first site will be a one-stop shop, which will help manufacturers locate and access services through local and state education and service institutions. The second site will promote manufacturing and its available careers to potential employees. Individuals who visit the second site will be able to locate information relating to manufacturing careers and pathways, including job requirements, pay scales, and work environments.

"We are very excited about this grant and the programs that will be gained from it," said local businessman, John Hawkins, who serves on the Governor's Council for Workforce and Economic Development and is a founding member of the Mayes County Project for Prosperity (MCP).

"Advanced manufacturing has been selected by the Governor's Council for Workforce and Economic Development because of the economic impact it has on Oklahoma's economy and its potential for growth throughout the state," Hawkins said. "Additionally, manufacturing is the largest employment sector in Northeast Oklahoma; and, we feel that this grant will enhance our ability to promote and recruit, enabling us to assist the companies at MidAmerica as they attract and build their workforces."

<http://www.osu-okmulgee.edu/maip>



FOCUS POINT



Company Name:

Mid-South Maintenance, Inc.

Corporate Ownership:

Dennis Jones, President / Jamie Baker, Oklahoma Operations Manager

MidAmerica Location:

3007 Hwy 69A, Corner of Hwy 69A and Zarrow St.



Patrick Sturgis checks a flux cored weld between passes.

What They Do:

Fabricate, install and/or repair various types of industrial equipment including pressure piping, vessels, tanks, and machinery. Partial or turnkey installations. Currently have "U", "S" and "R" Code Stamps.

Employee Base:

Shop Crew 15-40 / Field Crew 20-100+



Field installed equipment and piping. A turnkey project.



Shop Supervisor Charles Arrowsmith (right) and Jimmy Fredrick inspecting welds.

History:

Started in Memphis in 1973, Came to work in Verdigris, OK in 1975 the repeat customer led to opening shop in Broken Arrow, OK in 1980. Moved to MAIP in 1987 and has continued to grow ever since.



Vessel installation and piping project for Baker Petrolite.

Customer Base:

Power plants, petro-chemical industries, refineries, paper processing plants, asphalt industry and manufacturing facilities of nearly all types.

Services:

Offer Shop fabrication and Field Services including 24-hour emergency calls for work and/or repairs.



Clay Mindermann tig welds pipe for a John Zink project.

Facilities:

Mid-South Maintenance, Inc. Pryor OK 13,000 sq ft under roof fabrication shop with 5 acres outside storage. Mid-South Maintenance, Inc Memphis TN 34,000 under roof. 2 acres outside storage.



Tom Garner lays out pipe for duct burner header piping.

Company Philosophy:

No job too small. Quality is the key to repeat business and growing customer relations.

<http://www.mid-southmaintenance.com>

POINT OF VIEW: A COMMENTARY FROM NATALIE SHIRLEY

"I'm an Okie and I'm proud. So when you call me Okie, man, you better say it loud!" This is my favorite line from Oklahoma's newest anthem and our official Centennial song, written by Vince Gill and Jimmy Webb. I like it because it is strong, straightforward and an unapologetic declaration of pride in our state.

Our Centennial gave us an opportunity to celebrate the greatness of Oklahoma and to share it with the world. Perhaps for the first time in our history, millions of people outside our borders saw the enormous contributions that Oklahoma makes to the world. And what contributions they are! From entertainers, to political leaders, to discoveries, inventions, literature and art, we have produced it all. With Will Rogers, we showed the world how to laugh and with the Murrah Building bombing, we showed the world how to persevere. Our farms and ranches feed the nation and our oil and gas fuel it.

However, with all these riches and gifts, the one thing we seem to lack is a chest-thumping, shout-out-loud, pride of place. Often when I speak to groups, I am asked why Texans seem to have more pride in their state than Oklahomans. My response is always that pride is not something that you are given; it is something you take for yourself. Therefore, it is wholly within ourselves and within our reach to be as prideful as our neighbors to the south.

Our reluctance to proclaim pride may stem from our prairie sense of humility.



Natalie Shirley

But there is a difference between false pride and earned pride, and Oklahomans are sensible enough to know the difference.

Certainly, during our past and present, there have been those willing to publicly express their pride in Oklahoma. During the booming 1920s, a group of Tulsa businessmen grabbed their musical instruments and boarded a train bound for the northeast. At every stop, they de-boarded, struck up a tune, paraded around town and enthusiastically invited anyone who would listen to come to Oklahoma. This was civic pride at its very best.

More recently, Wayne Coyne, the leader of the internationally known Oklahoma city band, The Flaming Lips, predicted that Oklahoma City is "on the way to becoming...the coolest city in

America." Around Tulsa, several stores have begun carrying T-shirts and buttons saying, "I love T-Town" and "Okie-Dokie." In addition, Oklahoma Today ran a story about a young entrepreneur selling "Embrace Your Inner Okie" merchandise. And when they answer the phone, the folks at the Muskogee Chamber proclaim they're "proud to be an Okie."

MidAmerica Industrial Park has jumped on the Okie Pride bandwagon, as well. With nearly 80 companies and 4300 employees calling Pryor home, MidAmerica is proving its pride in Oklahoma. Not only has MidAmerica brought Google and Gatorade to Oklahoma, the Board of Trustees purchased a Centennial clock for the Mayes County Courthouse. The Pryor Creek Music Festivals, Country Fever and Rocklahoma are two more local expressions of enthusiasm for Oklahoma. These investments in Oklahoma's history and its future are how we build that pride of place.

If our Centennial leaves but one legacy, I hope it is a willingness to proclaim our pride of place – our pride in the great state of Oklahoma at every opportunity.

As Gill and Webb's song says, "We're Oklahoma Rising, brighter than a star, Stand up and sing about her, let the world know who we are." Let's sing it loud and often.

Natalie Shirley is the Oklahoma Secretary of Commerce and a member of MidAmerica's Board of Trustees.

Pryor claims #6 in national survey.

In the Third Quarter 2007 Cost of Living Index (COLI), Pryor Creek, Oklahoma is listed as #6 in the Top Ten Least Expensive Urban Areas. Pryor moved up from a #7 ranking for the second quarter scoring. Among the 290 urban areas participating in the national survey the after-tax cost for a professional/managerial standard of living ranged from more than twice the national average in New York (Manhattan), NY to nearly 15 percent below the national average in Pryor Creek, OK.

America's Least Expensive Urban Areas*

Ranking	Urban Areas	COL Index
1	Joplin MO	82.0
2	Cookeville TN	83.8
3	McAllen TX	84.5
4	Clarksville TN	85.4
5	Brownsville TX	85.5
6	Pryor Creek OK	85.6

* An excerpt from the ACCRA Cost of Living Index (COLI) for the Third Quarter 2007; National Average for 290 Urban Areas = 100

RAE Corporation: from the beginning.

RAE Corporation has adhered to a founding commitment to customers for more than 36 years: Never try to persuade the customer to adapt their needs to standard equipment and systems.

The privately-held corporation has been dedicated to manufacturing compressorized equipment and heat transfer coils for the heating, ventilation, and air conditioning (HVAC), refrigeration and industrial markets, from its beginning. Since day one, with facilities located at MidAmerica, RAE has planted roots deeply in the heartland of America.



Jim Swank and son Eric at the 30th Anniversary party for RAE Corporation.

It was through the vision of Jim Swank that RAE Corporation became a reality. During the 1960s, Swank and other management and manufacturing personnel were working at Webster Engineering in Tulsa. Webster manufactured a line of compressorized equipment and packaged rooftop equipment.

Due to an acquisition, the company was moving to Ohio. Swank, believing that

Oklahoma had a strategic advantage for shipping and labor, began making plans for what was to become RAE Corporation. Today, RAE has grown to more than 300 employees



and markets equipment globally.

In 2000, Jim Swank officially retired, handing the reins and title of President over to his son Eric. Well-suited for the position, Eric learned his way through RAE from the ground up, beginning at the age of 15 as a janitor.

“I want to grow the company to be a leader in the industry,” Eric said. “Not just for the challenge, but for the opportunities for all those who work here.”

Like his father, he shares the vision that MidAmerica is the perfect location. “The work ethic in middle America is different,” Eric said. “The people work harder. They are more honest. Everybody wants to be a success. I want RAE to be successful, so everyone who had a part can know success as well.”

RAE Corporation has five sales divisions; all involved with the HVAC, industrial/process, heat transfer coil, acoustical and refrigeration industries. The divisions include Century Refrigeration, Air Cube, RAE Coils, Refrigeration Systems and Technical Systems.

The marketing structure of RAE Corporation has the advantages of dedicated sales, marketing and engineering groups for specific market needs, and a member of a larger, more diversified corporate entity with total sales in excess of \$40 million.

Thanks to its corporate structure, RAE Corporation is able to continue its history of personal involvement with each of its customers as noted in the company motto: “We build air conditioning and refrigeration equipment to one set of specs – yours!”

RAE Corporation’s products are marketed with more than 120 sales offices maintained from coast to coast – ready to work with the customer on their special needs and applications.



The original RAE building had approximately 20,000 square feet of manufacturing space. Today, the company has a five building campus with a total of 150,000 square feet.

In addition, RAE has been a leader in research and development of new products to meet the most difficult applications. Waterside economizer systems, “common skid” chiller and pump package combinations, evaporative condenser chillers, ultra-large profile unit coolers, and natural gas engine driven chillers are just a few of the many products being developed by RAE Corporation.

And though Eric shares his father’s vision, he wants to plot his own course in the history of RAE Corporation.

“My father’s shoes cannot be filled...so I’ll walk in my own,” Eric said. That by itself shows how much the two are alike – for it was his father, Jim, who stepped out on his own many years ago armed with a vision.

www.rae-corp.com



This “Evaporative Cooled Package Chiller” was produced by Technical Systems, a division of RAE Corporation. At a weight of nearly 65,000 lbs., it was carefully lowered onto the roof of a high-rise office building by an industrial crane.

Safety Expo displays the importance of safety in the workplace.

Nearly 170 visitors attended the U.S. Safety Expo which was held at the MidAmerica Expo in November. Attendees were invited to meet with



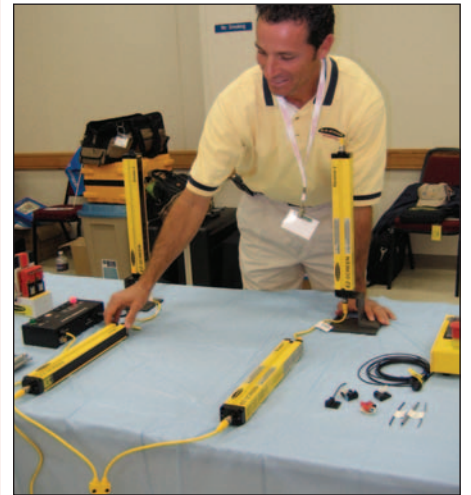
Bud Edge, Sales Manager for American Industrial Supply in Muskogee, adjusts a "Titan T-Flex" harness made of stretch webbing for "improved comfort and greater mobility."

safety-oriented firms to view the latest in gear and innovation.

Show exhibitors included: American Red Cross, US Safety Sign & Decal, Butler & Land, A-Tech, Oklahoma Safety Council, Grainger, Zee Medical, Redbud Physical Therapy, Resource Manufacturing, MidAmerica Boot Works, Med Safe, N.E. Technology Centers, Comp Choice, Gellco Clothing & Shoes, AirGas, Saf-T-Glove, Carlton Bates, James O Folsom, Air Evac, Express Test, American Industrial & Welding Supply, Sooner Aid, Rockwell Automation, Think Healthy Systems and Industrial Electronic Supply Company.

"We had 25 firms on hand this year," said E'Lisa Booker, Sales & Marketing Manager for US Safety Sign & Decals, the show sponsor. "I really think that both the exhibitors and the attendees got some take home value at the show."

"We have already begun planning for our 2008 show and may have breakout



A "Banner EZ Screen cascaded Safety Light Curtain" is demonstrated by Glenn Haueter, Regional Manager for Automated Dynamics in Catoosa. The device monitors an area defined by light beams. If something were to "break" a beam of light, the device will trip the safety control circuit of the process and stop the hazard before injury results.

sessions and a few speakers discussing the latest developments and trends in safety," Booker said.

MidAmerica INDUSTRIAL PARK

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MidPoint is a publication of MidAmerica Industrial Park, a 9,000-acre manufacturing, processing, and distribution center located in Pryor Creek, Oklahoma. Founded in 1960, the park has a 365-acre airport with a 5,000-foot runway, and its own water and wastewater treatment plants. The nation's largest rural industrial park, MidAmerica is owned and operated by a self-sustaining public trust established to enhance economic development efforts in Northeast Oklahoma. Also regarded as the largest industrial park in Oklahoma, MidAmerica does not rely upon the support of state or federal tax monies. Over 70 firms are located within the park including several Global and Fortune 500 companies.

Please address all comments and park news to:

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