



2011 Oklahoma Incentives and Tax Guide

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What's New in the 2011 Oklahoma Business Incentives and Tax Information Guide

Welcome to the 2011 Oklahoma Business Incentives and Tax Information Guide. The rules, legislation and appropriations related to taxes and incentives are very dynamic, and as changes occur, this Tax Guide will be updated. Please refer to this on-line guide often to get the most current information. Key changes from the previous year's Tax Guide are highlighted here in brief:

Former Indian Lands Tax Credit

The Emergency Economic Stabilization Act of 2008 (H.R. 1424) became law on October 3, 2008. Included in this law was the extension of the Former Indian Lands Income Tax Credit. This Federal credit allows for businesses located on qualifying Former Indian Lands in Oklahoma to have the opportunity for accelerated depreciation on capitalized items and also an income tax credit on wages paid to Native Americans or their spouses. This provision has been extended to December 31, 2011. Information on this tax credit is found in Section II of this tax guide.

The Oklahoma Opportunity Fund

No new appropriations were given to the Oklahoma Opportunity Fund in the 2011 legislative session. While there are no funds available in this fund for 2010-2011, the program still exists for the possibility of future appropriations.

Oklahoma Quick Action Closing Fund

(62 O.S. §§ 48.1 – 48.2)

The Oklahoma Quick Action Closing Fund was established in the 1st Session of the 53rd Oklahoma Legislature in House Bill 1953. House Bill 1953 was executed by Governor Mary Fallin on May 24, 2011.

The Oklahoma Quick Action Closing Fund can be expended by the Governor for economic development and related infrastructure development to locate a high-impact business project or facility in Oklahoma or retain such a facility in the State.

The business making an application must be engaged in a business activity that is eligible for Oklahoma Quality Jobs Program Act incentive payments (68 O.S. § 3603) or in a “basic industry” as set forth in the 21st Century Quality Jobs Incentive Act (68 O.S. § 3913).

The Oklahoma Department of Commerce is responsible for the administration of the Oklahoma Quick Action Closing Fund. The application will be made available once funds are appropriated to the Oklahoma Quick Action Closing Fund by the Oklahoma Legislature.

State Small Business Credit Initiative

The State of Oklahoma was awarded \$13,168,350 by the U.S Treasury for the State Small Business Credit Initiative. The award will be used to make capital investment in new and expanding small businesses in Oklahoma. i2E will manage the funds on behalf of the State of Oklahoma. For more information please contact i2E at (405) 235-2305 or www.i2e.org.

I. Major Property Tax and Financial Incentives

A. Cash Payment Programs

1. The Oklahoma Quality Jobs Program

(68 O.S. §§ 3601 et seq.)

For more information, contact the Oklahoma Department of Commerce at (800) 879-6552 or info@okcommerce.gov. For forms, visit <http://www.OKcommerce.gov/incentives>. **Find more info about Quality Jobs here.**

The longstanding Oklahoma Quality Jobs Program provides quarterly cash payments of up to 5% of newly created gross taxable payroll to a qualifying company. The company must enter into a contract with the Oklahoma Department of Commerce before it may receive any payments based on salaries of any new direct jobs. Payments are made quarterly during the first three years, provided the new jobs are paid at or above the average wage required. Payments may extend for an additional seven-year period for a total of ten years if a qualified company achieves a \$2.5 million annualized payroll for the new direct jobs for any four consecutive quarters during its first 12 quarters in the program. If this payroll amount is not achieved, payments cease. The payments received do not have to be paid back. All jobs and wages claimed for benefits must be located within the state and be subject to Oklahoma payroll withholding taxes.

In order to qualify for the program, the business must offer basic health insurance coverage to all employees whose pay is included in the new payroll figures. Employees must not be required to pay more than 50% of the healthcare premium. The plan must permit employees to access the health coverage within 180 days of employment. Eighty percent of the employees, whose pay is included in the new payroll, must work at least 30 hours per week. All new jobs must reach an average equal to the average county wage where the project is located. Presently, wage requirements do not exceed \$30,754 in any county regardless of the average county wage. The minimum wage requirements do not apply to participants located in Opportunity Zones, as designated by the Department of Commerce. Under certain circumstances, leased employees may be included in payroll calculations.

In counties where a “negative economic event” has occurred, an applicant company may qualify without regard to the average wage requirement. A negative economic event is defined as a natural or man-made disaster that results in the loss of a significant number of jobs, as defined in Local Area Unemployment Statistics. The applicant must apply to the program within 18 months of the negative economic event.

In order to apply, companies must contact an Oklahoma Quality Jobs Representative from the Department of Commerce at (800) 879-6552. A preliminary cost-benefit analysis will be prepared. This analysis estimates the payments that a project may be

eligible to obtain. If the company wishes to pursue application for the program, it must then submit a formal application. A contract offer may follow. The Department of Commerce determines eligibility for the initial contract, but the Oklahoma Tax Commission oversees contract payments. Participants must file their initial claim for benefits within 3 years of the start date. The initial quarter for which benefits are claimed must be the first full quarter following the start date.

Companies enrolled in the Quality Jobs Program may not be eligible for certain income tax credits, sales tax refunds, or low-cost loan programs.

Most businesses that qualify receive payments in the range of 4% of new payroll. In certain counties designated as economically challenged, a 5% net benefit rate automatically applies. This percentage fluctuates by the average weighted salary of the new jobs. See the following map of the counties that are designated as automatic 5% areas in this section.

Sports Teams & Clubs may receive a higher percentage of benefit, based on the level of the state's income tax rate. Sports Teams & Clubs may also receive payments for fifteen years, rather than the standard ten years.

Companies that have participated in the program for at least 12 months, and which are expanding again, may receive up to 6% net benefit rate on the new contract provided all thresholds are met and the wage level is at least 150% of those wages for which the benefits have been claimed in the initial project.

Legislation adopted in 2006 allows certain companies which experience a "Change in Control Event" which would cause jobs to leave the state to qualify under a "retention" basis. A Change in Control Event is defined as more than 50% of the voting interests of the transferring party or more than 50% of the assets of the establishment transferred to new ownership. Such companies may count existing jobs as "new direct jobs" and receive benefits on these existing jobs if they meet certain criteria. Qualifying companies must pay all employees a wage level of at least 125% of the average county wage, and maintain a certain level of employment as of the date of change in control. Companies participating in the program must meet all other Quality Job Program criteria, and should they leave the state within a 3 year period, must refund all benefits received. Companies interested in this program must complete a "pre-application", to be reviewed for approval by the Director of the Department of Commerce, before formal application.

A lower annualized payroll threshold of \$1.5 million may apply to the following applicants:

- **Food processors with 75% out-of-state sales –**
See NAICS Nos. [3111](#) through [3119](#).
- **Firms performing Research, Development, and Testing Services –**
See NAICS Nos. [541710](#) and [541380](#).

- **Auxiliary Research and Development Labs of large enterprises.**
- **Relocations on select former military bases.**

A lower threshold of \$1 million in new annualized payroll is available to businesses that produce new direct jobs to the State that are equal to or greater than 1% of the total labor force of the county in which they locate. These High Impact Projects can be located in over a third of all Oklahoma counties. The payments, which are set at 2.5% of new qualified payroll, may extend for up to six years, instead of 10 years as set out in the original program.

In addition, a *no payroll threshold* applies to companies locating on a site consisting of at least 10 acres that is also a Superfund renewal site or listed on the National Priorities List. Sites may still qualify if not on the list if they have been formally deferred to the State, or if they are being remediated pursuant to a clean-up plan approved by the Department of Environmental Quality.

The Department of Environmental Quality notifies the Oklahoma Department of Commerce of the qualifying areas and companies.

Qualifying Basic Industries for the Quality Jobs Programs include the following:

- **Manufacturing –**
Industries classified under NAICS Nos. [31](#), [32](#), [33](#), [5111](#), or [11331](#).
- **Research and Development and Testing Laboratories –**
See NAICS Nos. [541711](#), [541712](#) and [541380](#).
- **Central Administrative Offices, Corporate Offices and Technical Services –**
See NAICS Nos. [5611](#), [5612](#), [51821](#), [519130](#), [52232](#), [56142](#), [54191](#), [524291](#), and [551114](#).
- **Certain Warehouse/Distribution Operations –**
Where 40% of inventory is shipped out of state.
- **Transportation by Air –**
See NAICS No. [4811](#) if corporate headquarters and some reservation activities are within the state or 75% of air transport sales is to out-of-state consumers.
- **Flight Training Services –**
See NAICS No. [611512](#).
- **Oil & Gas Extraction**
See NAICS No. [2111](#). Where qualifying jobs are limited to those comprising the corporate headquarters of or directly related to administrative, financial, engineering, surveying, geological or geophysical services performed by the company. Jobs related to drilling or field services remain ineligible.
- **Federal Civilian Workforce of the Federal Aviation Administration –**

Where jobs are migrating to Oklahoma from other Federal sites, or expansion here.

- **Other Support Activities for Air Transportation –**
See NAICS No. [488190](#).
- **Wind Power Electric Generation Equipment Repair & Maintenance -**
See NAICS No. [811310](#).
- **Support Activities for Rail and Water Transport**
See NAICS Manual Nos. [4882](#), [4883](#).
- **Sports Teams & Clubs –**
See NAICS No. [711211](#).
- **Services –**
This program also covers the following service companies if 75% of sales are out-of-state:

Motor Freight Transportation and Warehousing –
See NAICS Nos. [493](#), [484](#), [4884-4889](#).

Arrangement of Passenger Transportation –
See NAICS Nos. [561510](#), [561520](#), [561599](#).

Transportation of Freight or Cargo –
See NAICS No. [541614](#).

Certain Communications Services –
See NAICS Nos. [51741](#) and [51791](#).

Certain Refuse Systems that distribute methane gas –
See NAICS No. [5622](#).

Grocery Wholesale Distributing –
See NAICS Nos. [4244](#) and [4245](#).

Insurance Carriers –
See NAICS No. [5241](#).

Insurance Claims Processors only –
See NAICS Nos. [524210](#) and [524292](#).

Adjustment and Collection Services –
See NAICS No. [561440](#) (75% of loans to out-of-state debtors)

Mailing, Reproduction, Commercial Art, Photography and Stenographic Services –
See NAICS Nos. [541430](#), [541860](#), [541922](#), [561439](#), and [561492](#).

Services to Dwellings and Other Buildings –

See NAICS No. [5617](#) (excluding [561730](#)).

Miscellaneous Equipment Rental –

See NAICS Nos. [5323](#) and [5324](#).

Personnel Supply Services –

See NAICS No. [5613](#).

Computer Programming, Data Processing and Other Computer-Related Services –

See NAICS Nos. [5112](#), [5182](#), [5191](#), [519130](#), and [5415](#).

Miscellaneous Business Services –

See NAICS Nos. [561410](#) through [561439](#), [5616](#), [51911](#), and [813920](#).

Offices of Real Estate Agents & Brokers –

See NAICS No. [5312](#) (and 75% of transactions are out-of-state).

Medical and Diagnostic Laboratories –

See NAICS No. [6215](#).

Engineering, Management and Related Services –

See NAICS Nos. [5412](#), [5414-5417](#), [54131](#), [54133](#), [54136](#), [54137](#), [54182](#), and [541990](#).

Agricultural Production –

See NAICS Nos. [112120](#), [112310](#).

Professional Organizations –

See NAICS No. [813920](#)

Alternative Energy Structure Construction

See NAICS No. [237130](#).

Alternative Energy Equipment Installation

See NAICS Nos. [238160](#), [238220](#).

Electric Service Companies –

The program also applies to electric services companies within NAICS Nos. [22111-221122](#) – Exempt Electric Wholesale Generators if 90% of energy input is consumed from in-state sources and 90% of sales are out-of-state.

Quality Jobs Average County Wage

Year 2010 data to be used as of February 1, 2012
State Threshold Wage: \$30,754

| County | 100% Wage | 110% Wage | 125% Wage |
|------------|-----------|-----------|-----------|
| Adair | \$28,542 | \$ 31,396 | \$ 35,678 |
| Alfalfa | \$28,652 | \$ 31,517 | \$ 35,815 |
| Atoka | \$28,504 | \$ 31,354 | \$ 35,630 |
| Beaver | \$32,731 | \$ 36,004 | \$ 40,914 |
| Beckham | \$39,390 | \$ 43,329 | \$ 49,238 |
| Blaine | \$30,667 | \$ 33,734 | \$ 38,334 |
| Bryan | \$31,154 | \$ 34,269 | \$ 38,943 |
| Caddo | \$32,061 | \$ 35,267 | \$ 40,076 |
| Canadian | \$35,907 | \$ 39,498 | \$ 44,884 |
| Carter | \$37,364 | \$ 41,100 | \$ 46,705 |
| Cherokee | \$30,466 | \$ 33,513 | \$ 38,083 |
| Choctaw | \$28,287 | \$ 31,116 | \$ 35,359 |
| Cimarron | \$28,039 | \$ 30,843 | \$ 35,049 |
| Cleveland | \$33,885 | \$ 37,274 | \$ 42,356 |
| Coal | \$28,013 | \$ 30,814 | \$ 35,016 |
| Comanche | \$40,182 | \$ 44,200 | \$ 50,228 |
| Cotton | \$30,119 | \$ 33,131 | \$ 37,649 |
| Craig | \$31,122 | \$ 34,234 | \$ 38,903 |
| Creek | \$35,783 | \$ 39,361 | \$ 44,729 |
| Custer | \$33,867 | \$ 37,254 | \$ 42,334 |
| Delaware | \$28,415 | \$ 31,257 | \$ 35,519 |
| Dewey | \$31,833 | \$ 35,016 | \$ 39,791 |
| Ellis | \$33,306 | \$ 36,637 | \$ 41,633 |
| Garfield | \$37,405 | \$ 41,146 | \$ 46,756 |
| Garvin | \$35,298 | \$ 38,828 | \$ 44,123 |
| Grady | \$32,775 | \$ 36,053 | \$ 40,969 |
| Grant | \$35,116 | \$ 38,628 | \$ 43,895 |
| Greer | \$30,328 | \$ 33,361 | \$ 37,910 |
| Harmon | \$29,588 | \$ 32,547 | \$ 36,985 |
| Harper | \$31,686 | \$ 34,855 | \$ 39,608 |
| Haskell | \$25,836 | \$ 28,420 | \$ 32,295 |
| Hughes | \$28,124 | \$ 30,936 | \$ 35,155 |
| Jackson | \$35,571 | \$ 39,128 | \$ 44,464 |
| Jefferson | \$27,740 | \$ 30,514 | \$ 34,675 |
| Johnston | \$29,833 | \$ 32,816 | \$ 37,291 |
| Kay | \$36,107 | \$ 39,718 | \$ 45,134 |
| Kingfisher | \$36,724 | \$ 40,396 | \$ 45,905 |
| Kiowa | \$29,824 | \$ 32,806 | \$ 37,280 |
| Latimer | \$37,744 | \$ 41,518 | \$ 47,180 |

| County | 100% Wage | 110% Wage | 125% Wage |
|--------------|-----------|-----------|-----------|
| Le Flore | \$ 29,388 | \$ 32,327 | \$ 36,735 |
| Lincoln | \$ 31,338 | \$ 34,472 | \$ 39,173 |
| Logan | \$ 29,841 | \$ 32,825 | \$ 37,301 |
| Love | \$ 29,886 | \$ 32,875 | \$ 37,358 |
| McClain | \$ 32,220 | \$ 35,442 | \$ 40,275 |
| McCurtain | \$ 30,180 | \$ 33,198 | \$ 37,725 |
| McIntosh | \$ 26,914 | \$ 29,605 | \$ 33,643 |
| Major | \$ 30,745 | \$ 33,820 | \$ 38,431 |
| Marshall | \$ 31,182 | \$ 34,300 | \$ 38,978 |
| Mayes | \$ 34,881 | \$ 38,369 | \$ 43,601 |
| Murray | \$ 31,183 | \$ 34,301 | \$ 38,979 |
| Muskogee | \$ 35,528 | \$ 39,081 | \$ 44,410 |
| Noble | \$ 35,466 | \$ 39,013 | \$ 44,333 |
| Nowata | \$ 27,906 | \$ 30,697 | \$ 34,883 |
| Okfuskee | \$ 28,669 | \$ 31,536 | \$ 35,836 |
| Oklahoma | \$ 43,883 | \$ 48,271 | \$ 54,854 |
| Okmulgee | \$ 30,987 | \$ 34,086 | \$ 38,734 |
| Osage | \$ 31,849 | \$ 35,034 | \$ 39,811 |
| Ottawa | \$ 29,314 | \$ 32,245 | \$ 36,643 |
| Pawnee | \$ 32,091 | \$ 35,300 | \$ 40,114 |
| Payne | \$ 34,111 | \$ 37,522 | \$ 42,639 |
| Pittsburg | \$ 37,323 | \$ 41,055 | \$ 46,654 |
| Pontotoc | \$ 32,541 | \$ 35,795 | \$ 40,676 |
| Pottawatomie | \$ 30,652 | \$ 33,717 | \$ 38,315 |
| Pushmataha | \$ 27,590 | \$ 30,349 | \$ 34,488 |
| Roger Mills | \$ 35,531 | \$ 39,084 | \$ 44,414 |
| Rogers | \$ 38,385 | \$ 42,224 | \$ 47,981 |
| Seminole | \$ 31,920 | \$ 35,112 | \$ 39,900 |
| Sequoyah | \$ 25,916 | \$ 28,508 | \$ 32,395 |
| Stephens | \$ 36,754 | \$ 40,429 | \$ 45,943 |
| Texas | \$ 34,100 | \$ 37,510 | \$ 42,625 |
| Tillman | \$ 30,725 | \$ 33,798 | \$ 38,406 |
| Tulsa | \$ 43,191 | \$ 47,510 | \$ 53,989 |
| Wagoner | \$ 30,327 | \$ 33,360 | \$ 37,909 |
| Washington | \$ 42,773 | \$ 47,050 | \$ 53,466 |
| Washita | \$ 31,910 | \$ 35,101 | \$ 39,888 |
| Woods | \$ 27,080 | \$ 29,788 | \$ 33,850 |
| Woodward | \$ 37,166 | \$ 40,883 | \$ 46,458 |

Source: US Department of Commerce, Bureau of Economic Analysis, Table CA34

2. 5% Areas for Oklahoma Quality Jobs Program

(Effective from June 1, 2011 to May 31, 2012)

The areas designated as Automatic 5% Counties under this section are reviewed annually and may change from year to year.

| Recognized Automatic 5% Counties In Their Entirety | | |
|--|-----------|--------------|
| Adair | Grant | Okfuskee |
| Alfalfa | Greer | Oklahoma |
| Atoka | Harmon | Okmulgee |
| Beaver | Haskell | Osage |
| Beckham | Hughes | Ottawa |
| Blaine | Jackson | Pawnee |
| Bryan | Jefferson | Payne |
| Caddo | Johnston | Pittsburg |
| Canadian | Kay | Pontotoc |
| Carter | Kiowa | Pottawatomie |
| Cherokee | Latimer | Pushmataha |
| Choctaw | Le Flore | Rogers |
| Cimarron | Lincoln | Seminole |
| Cleveland | Logan | Sequoyah |
| Coal | Love | Stephens |
| Comanche | McClain | Texas |
| Cotton | McCurtain | Tillman |
| Craig | McIntosh | Tulsa |
| Creek | Major | Wagoner |
| Delaware | Marshall | Washington |
| Ellis | Mayes | Washita |
| Garvin | Muskogee | Woods |
| Grady | Noble | Woodward |
| | Nowata | |

| Counties Not Recognized |
|--|
| Custer*, Dewey, Garfield, Harper, Kingfisher, Murray and Roger Mills |

*Custer County does **NOT** qualify as an automatic 5% county. The calculated annualized unemployment rate for 2010 was 4.9659%. This is just below the qualifying floor level of 5.0% established in Oklahoma statute.

For more information, contact Lesli Walsh at 405-815-5120 or 800-879-6552 ext 5120 or lesli_walsh@okcommerce.gov. Source: Oklahoma Department of Commerce.

[illegible]

County & Status for Quality Jobs Program 5% Areas

| | | | | | | |
|---------------|----------------|----------------|------------------|----------------|-------------------|-----------------|
| Adair - In | Choctaw - In | Ellis - In | Jefferson - In | McCurtain - In | Oklahoma - In | Seminole - In |
| Alfalfa - In | Cimarron - In | Garfield - Out | Johnston - In | McIntosh - In | Osage - In | Sequoyah - In |
| Atoka - In | Cleveland - In | Garvin - In | Kay - In | Major - In | Ottawa - In | Stephens - In |
| Beaver - In | Coal - In | Grady - In | Kingfisher - Out | Marshall - In | Pawnee - In | Texas - In |
| Beckham - In | Comanche - In | Grant - In | Kiowa - In | Mayes - In | Payne - In | Tillman - In |
| Blaine - In | Cotton - In | Greer - In | Latimer - In | Murray - Out | Pittsburg - In | Tulsa - In |
| Bryan - In | Craig - In | Harmon - In | Le Flore - In | Muskogee - In | Pontotoc - In | Wagoner - In |
| Caddo - In | Creek - In | Harper - Out | Lincoln - In | Noble - In | Pottawatomie - In | Washington - In |
| Canadian - In | Custer - Out | Haskell - In | Logan - In | Nowata - In | Pushmataha - In | Washita - In |
| Carter - In | Deleware - In | Hughes - In | Love - In | Okfuskee - In | Roger Mills - Out | Woods - In |
| Cherokee - In | Dewey - Out | Jackson - In | McClain - In | Okmulgee - In | Rogers - In | Woodward - In |

Note: Custer county's unemployment rate was reported as 5%, which is rounded up from 4.96% and does not exceed the 5% threshold as required by statute.

3. Small Employer Quality Jobs Program

(68 O.S. §§ 3901 et seq.)

For more information, contact the Oklahoma Department of Commerce at (800) 879-6552 or info@okcommerce.gov. For forms, visit www.OKcommerce.gov/incentives.

This cash program provides incentive payments to a qualifying small employer. The payments may reach as high as 5% of new taxable payroll and last for up to seven years. Qualifying payroll must be attributable to annual salaries that are at least 110% to 125% of the average wage of the county in which the jobs are located. Legislation enacted in 2006 allows companies located in certain economically challenged counties to qualify for the program at an average wage level of 100%. These counties are determined by data provided from the United States Census Bureau regarding personal poverty rate above 15% and the unemployment rate being more than 10% above the state rate.

Generally, companies locating in metropolitan counties will not qualify unless they locate in Opportunity Zones that are specified according to census data. Research and Development companies in Physical, Engineering and Life Sciences, and Testing Laboratories may locate anywhere and still qualify. Health premiums paid by the company may be added to the base salaries to determine the total compensation for the average wage amount.

Basic health insurance must be offered to all new employees within 12 months of their start date, and the employee must pay no more than 50% of the cost of the healthcare premium. Depending on location, at least five, and possibly as many as 15 new jobs must be added in the first 24 months after the contract start date. Companies in research and development, software publishing, data processing, hosting and related services, computer systems design, medical and diagnostic or testing laboratories have up to 36 months to create the minimum number of jobs required.

Companies must be in a basic industry as listed below. Companies engaged in the mining of oil and gas are not eligible for this program. Generally, businesses must make at least 75% of annual sales to out-of-state customers, or to in-state customers if resold to an out-of-state consumer, or to the federal government within 12 months. Life Science Research and Development Companies are exempt from this requirement if they perform R&D functions on their own behalf. Distribution Centers for a larger operation are required to distribute 40% of their inventory out-of state. Qualified companies may not have more than 90 employees at the time of application, nor have had more than 90 employees in the state for the 12 months prior to the time of application.

Companies that have received incentive payments under any other state Quality Jobs Program may not participate in this program. Companies benefiting from the Rural Economic Development Loan Act are not eligible for this program. Companies contracting for this program are also prohibited from taking the Investment New Jobs income tax credit, construction sales tax refunds and other tax benefits. The Department of Commerce determines eligibility for the initial contract, but the Oklahoma Tax Commission oversees contract payments.

Qualifying Basic Industries for the Small Employer Quality Jobs Programs include the following:

- **Manufacturing –**
Industries classified under NAICS Nos. [31](#), [32](#), [33](#), [5111](#), [11331](#)
- **Research and Development and Testing Laboratories –**
See NAICS Nos. [541711](#), [541712](#), [541380](#)
- **Central Administrative Offices, Corporate Offices and Technical Services -**
See NAICS Nos. [5611](#), [5612](#), [51821](#), [519130](#), [52232](#), [56142](#), [54191](#), [524291](#), [551114](#)
- **Certain Warehouse/Distribution Operations –**
Where 40% of inventory is shipped out of state.
- **Transportation by Air –**
See NAICS No. [4811](#) if corporate headquarters and some reservation activities are within the state or 75% of air transport sales are to out-of-state consumers.
- **Flight Training Services**
See NAICS No. [611512](#)
- **Other Support Activities for Air Transportation**
See NAICS No. [488190](#)
- **Wind Power Electric Generation Equipment Repair & Maintenance**
See NAICS No. [811310](#)
- **Support Activities for Rail and Water Transport**
See NAICS Manual Nos. [4882](#), [4883](#)

Services –

The program also covers the following service companies if 75% of sales are out-of-state

- **Motor Freight Transportation and Warehousing**
See NAICS Nos. [493](#), [484](#), [4884-4889](#)
- **Arrangement of Passenger Transportation**
See NAICS Nos. [561510](#), [561520](#), [561599](#)
- **Transportation of Freight or Cargo**
See NAICS No. [541614](#)

- **Certain Communications Services**
See NAICS Nos. [51741](#) and [51791](#)
- **Certain Refuse Systems that distribute methane gas**
See NAICS No. [5622](#)
- **Grocery Wholesale Distributing**
See NAICS Nos. [4244](#) and [4245](#)
- **Insurance Carriers**
See NAICS No. [5241](#)
- **Insurance Claims Processors Only**
Included in NAICS Nos. [524210](#) and [524292](#)
- **Adjustment and Collection Services**
See NAICS No. [561440](#) (75% of loans to out-of-state debtors)
- **Mailing, Reproduction, Commercial Art, Photography and Stenographic Services**
See NAICS Nos. [541430](#), [541860](#), [541922](#), [561439](#), [561492](#)
- **Services to Dwellings and Other Buildings**
NAICS No. [5617](#) (excluding [5617-30](#))
- **Miscellaneous Equipment Rental**
See NAICS Nos. [5323](#), [5324](#)
- **Personnel Supply Services**
See NAICS No. [5613](#)
- **Computer Programming, Data Processing and Other Computer-Related Services**
See NAICS Nos. [5112](#), [5182](#), [5191](#), [519130](#), [5415](#)
- **Miscellaneous Business Services**
See NAICS Nos. [561410](#) through [561439](#), [5616](#), [51911](#), [813920](#)
- **Medical and Diagnostic Laboratories**
See NAICS No. [6215](#)
- **Engineering, Management and Related Services**
See NAICS Nos. [5412](#), [5414-5417](#), [54131](#), [54133](#), [54136](#), [54137](#), [54182](#), [541990](#)
- **Agricultural Production**

See NAICS Nos. [112120](#), [112310](#)

- **Alternative Energy Structure Construction**

See NAICS No. [237130](#)

- **Alternative Energy Equipment Installation**

See NAICS Nos. [238160](#), [238220](#)

- **Electric Service Companies –**

The program also applies to electric services companies within NAICS Nos.

[221111-221122](#) - Exempt Electric Wholesale Generators if 90% of energy input is consumed from in-state sources and 90% of sales are out-of-state.

Small Quality Jobs Average County Wage

To be used as of February 1, 2012

| County | 100% Wage | 110% Wage | 125% Wage |
|------------|-----------|-----------|-----------|
| Adair | \$ 25,519 | \$ 28,071 | \$ 31,899 |
| Alfalfa | \$ 27,937 | \$ 30,731 | \$ 34,921 |
| Atoka | \$ 25,633 | \$ 28,196 | \$ 32,041 |
| Beaver | \$ 32,650 | \$ 35,915 | \$ 40,813 |
| Beckham | \$ 37,054 | \$ 40,759 | \$ 46,318 |
| Blaine | \$ 28,016 | \$ 30,818 | \$ 35,020 |
| Bryan | \$ 28,656 | \$ 31,522 | \$ 35,820 |
| Caddo | \$ 28,979 | \$ 31,877 | \$ 36,224 |
| Canadian | \$ 31,514 | \$ 34,665 | \$ 39,393 |
| Carter | \$ 32,739 | \$ 36,013 | \$ 40,924 |
| Cherokee | \$ 24,964 | \$ 27,460 | \$ 31,205 |
| Choctaw | \$ 27,190 | \$ 29,909 | \$ 33,988 |
| Cimarron | \$ 24,811 | \$ 27,292 | \$ 31,014 |
| Cleveland | \$ 30,686 | \$ 33,755 | \$ 38,358 |
| Coal | \$ 26,814 | \$ 29,495 | \$ 33,518 |
| Comanche | \$ 27,856 | \$ 30,642 | \$ 34,820 |
| Cotton | \$ 28,089 | \$ 30,898 | \$ 35,111 |
| Craig | \$ 28,843 | \$ 31,727 | \$ 36,054 |
| Creek | \$ 33,254 | \$ 36,579 | \$ 41,568 |
| Custer | \$ 31,840 | \$ 35,024 | \$ 39,800 |
| Delaware | \$ 26,529 | \$ 29,182 | \$ 33,161 |
| Dewey | \$ 30,429 | \$ 33,472 | \$ 38,036 |
| Ellis | \$ 28,887 | \$ 31,776 | \$ 36,109 |
| Garfield | \$ 33,167 | \$ 36,484 | \$ 41,459 |
| Garvin | \$ 34,697 | \$ 38,167 | \$ 43,371 |
| Grady | \$ 31,547 | \$ 34,702 | \$ 39,434 |
| Grant | \$ 30,242 | \$ 33,266 | \$ 37,803 |
| Greer | \$ 26,087 | \$ 28,696 | \$ 32,609 |
| Harmon | \$ 27,657 | \$ 30,423 | \$ 34,571 |
| Harper | \$ 30,781 | \$ 33,859 | \$ 38,476 |
| Haskell | \$ 27,820 | \$ 30,602 | \$ 34,775 |
| Hughes | \$ 25,309 | \$ 27,840 | \$ 31,636 |
| Jackson | \$ 25,412 | \$ 27,953 | \$ 31,765 |
| Jefferson | \$ 27,301 | \$ 30,031 | \$ 34,126 |
| Johnston | \$ 29,298 | \$ 32,228 | \$ 36,623 |
| Kay | \$ 30,394 | \$ 33,433 | \$ 37,993 |
| Kingfisher | \$ 33,636 | \$ 37,000 | \$ 42,045 |
| Kiowa | \$ 26,686 | \$ 29,355 | \$ 33,358 |
| Latimer | \$ 34,651 | \$ 38,116 | \$ 43,314 |

| County | 100% Wage | 110% Wage | 125% Wage |
|--------------|-----------|-----------|-----------|
| Le Flore | \$ 27,033 | \$ 29,736 | \$ 33,791 |
| Lincoln | \$ 28,648 | \$ 31,513 | \$ 35,810 |
| Logan | \$ 27,955 | \$ 30,751 | \$ 34,944 |
| Love | \$ 26,025 | \$ 28,628 | \$ 32,531 |
| McClain | \$ 30,975 | \$ 34,073 | \$ 38,719 |
| McCurtain | \$ 26,975 | \$ 29,673 | \$ 33,719 |
| McIntosh | \$ 25,918 | \$ 28,510 | \$ 32,398 |
| Major | \$ 30,645 | \$ 33,710 | \$ 38,306 |
| Marshall | \$ 27,788 | \$ 30,567 | \$ 34,735 |
| Mayes | \$ 30,938 | \$ 34,032 | \$ 38,673 |
| Murray | \$ 29,722 | \$ 32,694 | \$ 37,153 |
| Muskogee | \$ 30,056 | \$ 33,062 | \$ 37,570 |
| Noble | \$ 27,131 | \$ 29,844 | \$ 33,914 |
| Nowata | \$ 26,329 | \$ 28,962 | \$ 32,911 |
| Okfuskee | \$ 25,321 | \$ 27,853 | \$ 31,651 |
| Oklahoma | \$ 38,322 | \$ 42,154 | \$ 47,903 |
| Okmulgee | \$ 29,158 | \$ 32,074 | \$ 36,448 |
| Osage | \$ 29,494 | \$ 32,443 | \$ 36,868 |
| Ottawa | \$ 26,786 | \$ 29,465 | \$ 33,483 |
| Pawnee | \$ 29,984 | \$ 32,982 | \$ 37,480 |
| Payne | \$ 29,936 | \$ 32,930 | \$ 37,420 |
| Pittsburg | \$ 31,669 | \$ 34,836 | \$ 39,586 |
| Pontotoc | \$ 29,907 | \$ 32,898 | \$ 37,384 |
| Pottawatomie | \$ 27,486 | \$ 30,235 | \$ 34,358 |
| Pushmataha | \$ 26,981 | \$ 29,679 | \$ 33,726 |
| Roger Mills | \$ 35,238 | \$ 38,762 | \$ 44,048 |
| Rogers | \$ 32,627 | \$ 35,890 | \$ 40,784 |
| Seminole | \$ 31,235 | \$ 34,359 | \$ 39,044 |
| Sequoyah | \$ 25,928 | \$ 28,521 | \$ 32,410 |
| Stephens | \$ 31,528 | \$ 34,681 | \$ 39,410 |
| Texas | \$ 31,062 | \$ 34,168 | \$ 38,828 |
| Tillman | \$ 27,900 | \$ 30,690 | \$ 34,875 |
| Tulsa | \$ 39,072 | \$ 42,979 | \$ 48,840 |
| Wagoner | \$ 27,937 | \$ 30,731 | \$ 34,921 |
| Washington | \$ 29,067 | \$ 31,974 | \$ 36,334 |
| Washita | \$ 31,604 | \$ 34,764 | \$ 39,505 |
| Woods | \$ 26,107 | \$ 28,718 | \$ 32,634 |
| Woodward | \$ 36,051 | \$ 39,656 | \$ 45,064 |

Source: Oklahoma Employment Security Commission QCEW data.

4. The 21st Century Oklahoma Quality Jobs Program

(68 O.S. §§ 3911 et seq.)

For more information, contact the Oklahoma Department of Commerce at (800) 879-6552 or info@okcommerce.gov. For forms, visit [Oklahoma Incentives forms](#). [Find more info about Quality Jobs here](#).

This cash incentive was created to attract growth industries and sectors to Oklahoma in the 21st Century through a policy of rewarding businesses with a highly skilled, knowledge-based workforce. The intended purpose of the 21st Century Oklahoma Quality Jobs Program is to promote indisputably impactful high wage jobs without competing with existing incentives. The framework of this program is based on the successful Quality Jobs Program developed in 1993.

The program works to rebate a portion of the newly created Oklahoma payroll to the participant. Qualifying companies in this program that create at least 10 new jobs, which are paid at the rate of 300% of the average county wage where the project is located (or 300% of the average of all Oklahoma county wages, which currently equals \$97,381) whichever is lower may qualify for up to 10% of the wages of these new jobs rebated in cash on a quarterly basis. The company has 3 years to create the required 10 new jobs. During this time, the company may qualify for payments even if it is below the required 10 new jobs, but the net benefit rate may only be up to 7% during that time. The participating company must achieve the required average wage on a quarter-by-quarter basis for the jobs it has created to that point to receive a benefit payment.

Once the required minimum of 10 new jobs is met in any of the first 12 quarters, the company will be paid up to a 10% net benefit rate. The company may then participate for the full 10 years. If the company falls below the 10 new jobs after qualifying for the full 10-year program, they will not be paid for that given quarter. Benefit payments will resume once the company again reaches the qualifying job and wage threshold. Should the company experience 4 consecutive quarters below the qualifying thresholds of jobs and wage, it will be dismissed from the program. Companies that are able to meet the required thresholds may participate for 10 years. The company must enter into a contract with the Oklahoma Department of Commerce before it may receive any payments based on salaries of any new direct jobs.

Participation in the program is based on the applicant being in a qualifying NAICS code. With the exception of jobs in Oil and Gas Extraction, Sports Teams and Clubs, and Real Estate Agents and Brokers, all of the qualifying NAICS codes allowed in the Quality Jobs Program are eligible to participate in the 21st Century Quality Jobs Program. This incentive may not be combined with Investment/New Jobs Tax Credit or Small Employer Quality Jobs Program. In the spirit of this enhanced incentive, there are additional qualifying codes. The Quality Jobs Program codes are listed below, and the added codes follow below that.

Qualifying Basic Industries for the 21st Century Quality Jobs Programs include the following:

- **Manufacturing Industries -**
See NAICS Nos. [31](#), [32](#), [33](#), [5111](#), or [11331](#).
- **Research and Development and Testing Laboratories -**
See NAICS Nos. [541711](#), [541712](#) and [541380](#).
- **Central Administrative Offices and Research and Development and Testing Divisions of other establishments or enterprises -**
See NAICS Nos. [5611](#), [5612](#), [51821](#), [519130](#), [52232](#), [56142](#), [54191](#), [524291](#), and [551114](#).
- **Certain Warehouse/Distribution centers -**
See NAICS No [42](#), where at least 40% of inventory is shipped out-of-state.
- **Transportation by Air -**
See NAICS No. [4811](#) if corporate headquarters and some reservations activities are within the state or 75% of air transport sales are to out-of-state consumers.
- **Wind Power Electric Generation Equipment Repair & Maintenance -**
See NAICS No. [811310](#).
- **Flight Training Services -**
See NAICS No. [611512](#).
- **Other Support Activities for Air Transportation -**
See NAICS No. [488190](#).
- **Services-**
The following Service Companies if 50% of the sales are out-of-state:

Motor Freight Transportation and Warehousing -
See NAICS Nos. [493](#), [484](#), [4884-4889](#).

Arrangement of Passenger Transportation -
See NAICS Nos. [561510](#), [561520](#), [561599](#).

Transportation of Freight or Cargo -
See NAICS No. [541614](#).

Certain Communication Services -

See NAICS Nos. [51741](#) and [51791](#).

Certain Refuse Systems that distribute methane gas -

See NAICS No. [5622](#).

Grocery Wholesale Distributing -

See NAICS Nos. [4244](#) and [4245](#).

Insurance Carriers -

See NAICS No. [5241](#).

Insurance Claims Processors only -

See NAICS Nos. [524210](#) and [524292](#).

Adjustment and Collection Services -

See NAICS No. [561440](#) (50% of loans to out of state debtors).

Mailing, Reproduction, Commercial Art, Photography and Stenographic Services -

See NAICS Nos. [541430](#), [541860](#), [541922](#), [561439](#), [561492](#).

Services to Dwellings and Other Buildings excluding [561730](#) -

See NAICS No. [5617](#)

Miscellaneous Equipment Rental -

See NAICS Nos. [5323](#) and [5324](#)

Personnel Supply Services -

See NAICS No. [5613](#)

Computer Programming, Data Processing and Other - Computer-Related Services

See NAICS Nos. [5112](#), [5182](#), [5191](#), [5415](#)

Miscellaneous Business Services -

See NAICS Nos. [561410](#), [56142](#), [561421](#), [561422](#), [56143](#), [561431](#), [561439](#) and [5616](#), [519110](#).

Medical and Diagnostic Laboratories -

See NAICS No. [6215](#)

Engineering, Management and Related Services -

See NAICS Nos. [5412](#), [5414](#), [5415](#), [5416](#), [5417](#), [54131](#), [54133](#), [54136-54137](#), [54182](#), and [541990](#) .

Agricultural Production -

See NAICS Nos. [112120](#) and [112310](#).

Alternative Energy Structure Construction

See NAICS No. [237130](#).

Alternative Energy Equipment Installation

See NAICS Nos. [238160](#), [238220](#).

Professional Organizations -

See NAICS No. [813920](#)

Electric Service Companies –

The program also applies to electric services companies within NAICS Nos. [22111-221122](#) – Exempt Electric Wholesale Generators if 90% of energy input is consumed from in-state sources and 90% of sales are out-of-state.

Through legislation in 2009, the 21st Century Quality Jobs Program was created. Additional codes added for the 21st Century Quality Jobs Program only:

Specialty Hospitals -

See NAICS No. [62231](#).

Performing Arts Companies -

See NAICS No. [7111](#).

The following qualifying NAICS codes were also added and must meet a 50% out-of-state sales requirement for the 21st Century Quality Jobs Program:

Heavy and Civil Engineering Construction -

See NAICS No. [237](#).

Motion Picture and Video Industries -

See NAICS No. [5121](#).

Sound Recording Industries -

See NAICS No. [5122](#).

Securities, Commodity Contracts, Financial Investments & Related Activities -

See NAICS No. [523](#).

Insurance Carriers and Related Activities -

See NAICS No. [524](#).

Funds, Trusts, and other Financial Vehicles -

See NAICS No. [525](#).

Professional, Scientific, and Technical Services -

See NAICS No. [5411](#), [5412](#), [5413](#), [5414](#), [5418](#), [5419](#).

**Electronic & Precision Equipment Repair & Maintenance relating to
Wind Power Industry only -**

See NAICS No. [8112](#).

Program Guidelines for the 21st Century Quality Jobs Program may be found on the Oklahoma Department of Commerce website at www.okcommerce.gov/incentives. These Guidelines contain the formal application and required supporting documents necessary to apply. Technical assistance in completing the forms may be found there, as well.

For more information, call (800) 588.5959.

21st Century Average County Wage

Year 2010 data to be used as of February 1, 2012
State Threshold Wage: \$97,381

| County | 100% Wage | 300% Wage |
|------------|-----------|-----------|
| Adair | \$ 28,542 | \$ 85,626 |
| Alfalfa | \$ 28,652 | \$ 85,956 |
| Atoka | \$ 28,504 | \$ 85,512 |
| Beaver | \$ 32,731 | \$ 97,381 |
| Beckham | \$ 39,390 | \$ 97,381 |
| Blaine | \$ 30,667 | \$ 92,001 |
| Bryan | \$ 31,154 | \$ 93,462 |
| Caddo | \$ 32,061 | \$ 96,183 |
| Canadian | \$ 35,907 | \$ 97,381 |
| Carter | \$ 37,364 | \$ 97,381 |
| Cherokee | \$ 30,466 | \$ 91,398 |
| Choctaw | \$ 28,287 | \$ 84,861 |
| Cimarron | \$ 28,039 | \$ 84,117 |
| Cleveland | \$ 33,885 | \$ 97,381 |
| Coal | \$ 28,013 | \$ 84,039 |
| Comanche | \$ 40,182 | \$ 97,381 |
| Cotton | \$ 30,119 | \$ 90,357 |
| Craig | \$ 31,122 | \$ 93,366 |
| Creek | \$ 35,783 | \$ 97,381 |
| Custer | \$ 33,867 | \$ 97,381 |
| Delaware | \$ 28,415 | \$ 85,245 |
| Dewey | \$ 31,833 | \$ 95,499 |
| Ellis | \$ 33,306 | \$ 97,381 |
| Garfield | \$ 37,405 | \$ 97,381 |
| Garvin | \$ 35,298 | \$ 97,381 |
| Grady | \$ 32,775 | \$ 97,381 |
| Grant | \$ 35,116 | \$ 97,381 |
| Greer | \$ 30,328 | \$ 90,984 |
| Harmon | \$ 29,588 | \$ 88,764 |
| Harper | \$ 31,686 | \$ 95,058 |
| Haskell | \$ 25,836 | \$ 77,508 |
| Hughes | \$ 28,124 | \$ 84,372 |
| Jackson | \$ 35,571 | \$ 97,381 |
| Jefferson | \$ 27,740 | \$ 83,220 |
| Johnston | \$ 29,833 | \$ 89,499 |
| Kay | \$ 36,107 | \$ 97,381 |
| Kingfisher | \$ 36,724 | \$ 97,381 |
| Kiowa | \$ 29,824 | \$ 89,472 |
| Latimer | \$ 37,744 | \$ 97,381 |

| County | 100% Wage | 300% Wage |
|--------------|-----------|-----------|
| Le Flore | \$ 29,388 | \$ 88,164 |
| Lincoln | \$ 31,338 | \$ 94,014 |
| Logan | \$ 29,841 | \$ 89,523 |
| Love | \$ 29,886 | \$ 89,658 |
| McClain | \$ 32,220 | \$ 96,660 |
| McCurtain | \$ 30,180 | \$ 90,540 |
| McIntosh | \$ 26,914 | \$ 80,742 |
| Major | \$ 30,745 | \$ 92,235 |
| Marshall | \$ 31,182 | \$ 93,546 |
| Mayes | \$ 34,881 | \$ 97,381 |
| Murray | \$ 31,183 | \$ 93,549 |
| Muskogee | \$ 35,528 | \$ 97,381 |
| Noble | \$ 35,466 | \$ 97,381 |
| Nowata | \$ 27,906 | \$ 83,718 |
| Okfuskee | \$ 28,669 | \$ 86,007 |
| Oklahoma | \$ 43,883 | \$ 97,381 |
| Okmulgee | \$ 30,987 | \$ 92,961 |
| Osage | \$ 31,849 | \$ 95,547 |
| Ottawa | \$ 29,314 | \$ 87,942 |
| Pawnee | \$ 32,091 | \$ 96,273 |
| Payne | \$ 34,111 | \$ 97,381 |
| Pittsburg | \$ 37,323 | \$ 97,381 |
| Pontotoc | \$ 32,541 | \$ 97,381 |
| Pottawatomie | \$ 30,652 | \$ 91,956 |
| Pushmataha | \$ 27,590 | \$ 82,770 |
| Roger Mills | \$ 35,531 | \$ 97,381 |
| Rogers | \$ 38,385 | \$ 97,381 |
| Seminole | \$ 31,920 | \$ 95,760 |
| Sequoyah | \$ 25,916 | \$ 77,748 |
| Stephens | \$ 36,754 | \$ 97,381 |
| Texas | \$ 34,100 | \$ 97,381 |
| Tillman | \$ 30,725 | \$ 92,175 |
| Tulsa | \$ 43,191 | \$ 97,381 |
| Wagoner | \$ 30,327 | \$ 90,981 |
| Washington | \$ 42,773 | \$ 97,381 |
| Washita | \$ 31,910 | \$ 95,730 |
| Woods | \$ 27,080 | \$ 81,240 |
| Woodward | \$ 37,166 | \$ 97,381 |

Source: U.S. Department of Commerce, Bureau of Economic Analysis, Table CA34

5. Quality Jobs Program - PrimeWIN

Companies that receive a qualified federal contract may participate in the Quality Jobs Program, receiving benefits on the qualified labor hours generated under that federal contract by both the prime contractor and by any qualified subcontractor which receives a portion of work under that federal contract. A federal contract verifier is involved in the process to track, administer and audit all work performed under the federal contract. The net benefit rate ranges from .25% to 2% of the “reimbursable labor rate” as outlined in the federal contract. The net benefit rate is determined annually based on performance, calculated on the ratio of subcontractor labor hours performed and the total labor hours performed on the federal contract. The prime contractor must perform at least 8% of the work on the federal contract, but not necessarily in the State of Oklahoma. However, only work performed inside the State of Oklahoma is eligible for program benefits. In general, the more subcontractor work the prime contractor allocates in the state the higher the benefit rate will be for that prime contractor.

Qualifying Basic Industries for the PrimeWIN Program include the following:

- **Manufacturing –**
Industries classified under NAICS Nos. [31](#), [32](#), [33](#), [5111](#), or [11331](#).
- **Research and Development and Testing Laboratories –**
See NAICS Nos. [541711](#), [541712](#) and [541380](#).
- **Central Administrative Offices, Corporate Offices and Technical Services –**
See NAICS Nos. [5611](#), [5612](#), [51821](#), [519130](#), [52232](#), [56142](#), [54191](#), [524291](#), and [551114](#).
- **Certain Warehouse/Distribution Operations –**
Where 40% of inventory is shipped out of state.
- **Transportation by Air –**
See NAICS No. [4811](#) if corporate headquarters and some reservation activities are within the state or 75% of air transport sales is to out-of-state consumers.
- **Flight Training Services –**
See NAICS No. [611512](#).
- **Oil & Gas Extraction**
See NAICS No. [2111](#), where qualifying jobs are limited to those comprising the corporate headquarters of or directly related to administrative, financial, engineering, surveying, geological or geophysical services performed by the company. Jobs related to drilling or field services remain ineligible.

- **Federal Civilian Workforce of the Federal Aviation Administration –**
Where jobs are migrating to Oklahoma from other Federal sites, or expansion here.
- **Other Support Activities for Air Transportation –**
See NAICS No. [488190](#).
- **Wind Power Electric Generation Equipment Repair & Maintenance -**
See NAICS No. [811310](#).
- **Support Activities for Rail and Water Transport**
See NAICS Manual Nos. [4882](#), [4883](#).
- **Sports Teams & Clubs –**
See NAICS No. [711211](#).
- **Services –**
This program also covers the following service companies:

Motor Freight Transportation and Warehousing –
See NAICS Nos. [493](#), [484](#), [4884-4889](#).

Arrangement of Passenger Transportation –
See NAICS Nos. [561510](#), [561520](#), [561599](#).

Transportation of Freight or Cargo –
See NAICS No. [541614](#).

Certain Communications Services –
See NAICS Nos. [51741](#) and [51791](#).

Certain Refuse Systems that distribute methane gas –
See NAICS No. [5622](#).

Grocery Wholesale Distributing –
See NAICS Nos. [4244](#) and [4245](#).

Insurance Carriers –
See NAICS No. [5241](#).

Insurance Claims Processors only –
Included in NAICS Nos. [524210](#) and [524292](#).

Adjustment and Collection Services –
See NAICS No. [561440](#) (75% of loans to out-of-state debtors)

Mailing, Reproduction, Commercial Art, Photography and Stenographic Services –
See NAICS Nos. [541430](#), [541860](#), [541922](#), [561439](#), and [561492](#).

Services to Dwellings and Other Buildings –

See NAICS No. [5617](#) (excluding [5617-30](#)).

Miscellaneous Equipment Rental –

See NAICS Nos. [5323](#) and [5324](#).

Personnel Supply Services –

See NAICS No. [5613](#).

Computer Programming, Data Processing and Other Computer-Related Services –

See NAICS Nos. [5112](#), [5182](#), [5191](#), [519130](#), and [5415](#).

Miscellaneous Business Services –

See NAICS Nos. [561410](#) through [561439](#), [5616](#), [51911](#), and [813920](#).

Offices of Real Estate Agents & Brokers –

See NAICS No. [53120](#) (and 75% of transactions are out-of-state).

Medical and Diagnostic Laboratories –

See NAICS No. [6215](#).

Engineering, Management and Related Services –

See NAICS Nos. [5412](#), [5414-5417](#), [54131](#), [54133](#), [54136](#), [54137](#), [54182](#), and [541990](#).

Agricultural Production –

See NAICS Nos. [112120](#), [112310](#).

Professional Organizations

See NAICS No. [813920](#).

Alternative Energy Structure Construction

See NAICS No. [237130](#).

Alternative Energy Equipment Installation

See NAICS Nos. [238160](#), [238220](#).

Electric Service Companies –

The program also applies to electric services companies within NAICS Nos. [22111-221122](#) – Exempt Electric Wholesale Generators if 90% of energy input is consumed from in-state sources and 90% of sales are out-of-state.

B. Oklahoma Quality Events Program

(68 O.S. §§ 4302 et seq.)

For more information contact the Oklahoma Department of Commerce at (800) 879-6552 or info@okcommerce.gov.

If incremental sales taxes are greater in a community as the result of hosting a quality event, this incentive program allows the Oklahoma Tax Commission to make a payment of no more than \$250,000 to the host community for eligible expenses resulting from hosting the Quality Event.

1. "Quality Event" is a meeting of the members for a nationally recognized organization. Additionally, in order to be considered a quality event for the incentive, the site selection process must be a competitive process in which at least one site not located in Oklahoma was considered by the organization.

Eligible expenses are those expenses that are:

- a. Paid by the local government entity from the general revenue fund or a locally imposed tax.
- b. Paid to either the certified sponsor of the Quality Event or paid to a for-profit or nonprofit entity through the certified sponsor.
- c. Used for advertising, promoting, organizing or otherwise supporting the Quality Event.

If the host community meets the other statutory requirements for the Quality Event program, it is eligible to be reimbursed for the eligible expenses from incremental state sales tax revenue collected from a period of up to 2 days prior to the Quality Event to 2 days after the last day of the Quality Event. Additionally, the state sales taxes that are captured for reimbursement must occur no more than thirteen (13) miles from the property lines of the primary property for the Quality Event.

Incremental sales taxes are those state sales taxes that are in excess of the calculated sales taxes collected in the designated Quality Event area. If the event is a new event and has not been held at any time in the previous twenty-four (24) months to the Quality Event, the calculated incremental sales taxes shall be computed as those excess sales taxes occurring in the Quality Event area when compared to the same month in the year previous to the Quality Event. Alternatively, if the Quality Event is a recurring event and has occurred at least once in the previous twenty-four (24) months, the calculated incremental sales taxes shall be computed in one of two ways:

- a. If the Quality Event occurs in the month of November or December, the incremental sales tax is computed as the excess of sales taxes over the average of every month except for the month of November or December preceding the Quality Event.

- b. If the Quality Event occurs in any other month, the incremental sales tax is computed as the excess of sales taxes over the average of every month except for the immediately preceding November and December and also the month in which the Quality Event occurs.

In order to be reimbursed, the host community must meet certain deadlines leading up to the Quality Event:

- a. No later than one (1) year prior to the Quality Event, the host community shall designate, by means of an ordinance or resolution, the:
 - b. Geographic area as a Quality Event Area;
 - c. Length of time for the state sales tax revenue capture period; and
 - d. Type of expenses eligible for distribution of captured revenues, which includes, but is not limited to, advertising, facility rental promotional materials, and security.
- e. Within ninety (90) days of the adoption of the resolution or ordinance, the host community shall submit to the Oklahoma Tax Commission, on forms prescribed by the Tax Commission, a copy of the resolution or ordinance and an economic impact study. The economic impact study submitted to the Oklahoma Tax Commission must include:
 - 1. A description and history of the Quality Event;
 - 2. A description of the site selection process for the Quality Event;
 - 3. An estimate of the anticipated expenses to be incurred in connection with hosting the Quality Event;
 - 4. An estimate of the total gross sales made by vendors within the designated geographic area during a period of time in which no Quality Event activity occurs;
 - 5. A detailed estimate of the anticipated increase in sales tax revenues directly attributable to the Quality Event;
 - 6. The general economic impact likely to occur in the designated area occurring in connection with the Quality Event; and
 - 7. Any additional information required by the Oklahoma Tax Commission.
- f. Within ninety (90) days of the receipt of the ordinance/resolution and the economic impact study from the host community, the Oklahoma Tax Commission shall approve or disapprove the economic impact study based on generally accepted standards and input and assistance from the Oklahoma Department of Commerce and the Oklahoma Department of Tourism and Recreation.

The Quality Event incentive becomes effective July 1, 2012 and will sunset on June 30, 2015. In the three years of the Quality Event Program, there is a maximum amount available for communities to recapture eligible expense for hosting the Quality Event. In fiscal year 2013, which is July 1, 2012 to June 30, 2013, there will be two million dollars (\$2,000,000) allocated to the program. In fiscal year 2014, which ends June 30, 2014, two-and-a-half million dollars will be allocated to the program. And in fiscal year 2015, three million dollars (\$3,000,000) will be allocated to the Quality Event incentive program.

Further, in order to receive state sales tax reimbursement for the Quality Event, the host community must provide the Oklahoma Tax Commission a detailed list of eligible local support paid by the host community to the certified sponsor. The Tax Commission will then verify the amounts before making any payment to the host community.

Within ninety (90) days of the conclusion of the Quality Event, the Oklahoma Tax Commission shall determine the amount of the incremental sales tax remitted by vendors within the designated Quality Event area:

1. If the incremental sales tax revenue is zero (\$0), that is sales taxes are less in the more recent year than in the comparison period, then the Oklahoma Tax Commission shall not make any payment to the host community for the Quality Event;
2. If the incremental tax revenue is greater than zero (\$0) but less than the eligible expenses (and in event more than \$250,000), then the Tax Commission shall make payment to the host community in the amount of the incremental sales taxes;
3. If the incremental sales taxes are at least equal to the amount of the eligible expenses (no more than \$250,000), then the Tax Commission shall make payment to the host community for the full amount of the eligible expenses (no more than \$250,000).

C. Oklahoma Community Economic Development Pooled Finance

(62 O.S. § 891.1 et seq.)

The Pooled Finance incentive creates:

1. A financing incentive that targets job creation and infrastructure development; and
2. A foundation of ensuring Oklahoma's infrastructure is high quality for attracting and retaining jobs.

Key Points:

- A \$100 million Infrastructure Pool is created for public financing to local governments issued through the Oklahoma Development Finance Authority.
- The Infrastructure Pool revenue must be used for infrastructure development such as:
 - County/municipal roads & bridges
 - Water treatment facilities
 - Solid waste management facilities
 - Railway and Utility Systems
 - Other infrastructure assets owned by local government
- Bonds issued from the Infrastructure Pool are financed or repaid from taxes voted on by local community.
- A \$100 million Economic Development Pool is created for public finance to local governments in conjunction with a for-profit entity through ODFA.
- The Economic Development Pool shall be used for economic development projects in the state.
- Debt issued from the Economic Development Pool may be paid from withholdings taxes, and other revenue, at the for-profit entity benefitted by the financing.
- For debt obligations issued under this act, there is a maximum maturity of 25 years and a maximum coupon rate of 14%.

- Sixty-five percent of the net proceeds from both the Infrastructure Pool and the Economic Development Pool shall be used by ODFA for municipalities that do not exceed 300,000 people.
- The remaining thirty-five percent may be used by the ODFA for any eligible local government.
- Effective September 1, 2010 an evergreen clause permits the renewal of issuing capacity by ODFA.

D. Ad Valorem Tax Exemptions

1. State Decision

(68 O.S. § 2902)

For more information contact the Oklahoma Tax Commission, Ad Valorem Division at (405) 319-8200 or helpmaster@oktax.state.ok.us. For forms, visit www.oktax.state.ok.us or contact a local County Assessor to discuss what property may qualify for the exemption. [Find more information here.](#)

Certain new and expanding manufacturers, research and development companies, certain computer services and data processing companies with significant out-of state sales, aircraft repair companies, oil refineries, and certain windpower generators may be eligible for ad valorem tax exemptions for up to five years. Computer services and data processing companies must meet certain conditions. SIC Industry Group Numbers 5112 and 5415 and NAICS Numbers [334611](#), and [519130](#) must have out-of-state sales of at least 50%. SIC Industry Group Number 5142 must have out-of-state sales of at least 80%. Computer data processing classified in SIC Industry Group 7374 and NAICS [514210](#) may also be eligible based on payroll or capital investment.

Threshold requirements are an investment of at least \$250,000 and an addition of \$250,000 in annual payroll in counties with a population of 75,000 or less. If the company is located in a larger county, an additional annualized payroll of at least \$1,000,000 is required. If a \$7 million investment is made in new facilities for certain computer service companies or web portals, there is no additional payroll requirement, provided that the current payroll is maintained. Direct replacement, repair, or maintenance of existing machinery or equipment will not qualify.

Windpower generators in NAICS [221119](#) are exempt from the payroll requirement, provided there is an increase of Two Million Dollars or more in capital improvements while maintaining or increasing payroll. Eligible property, which may be exempt from the ad valorem tax, may include land, buildings, improvements, machinery, fixtures and equipment used directly and exclusively in the primary activity or process of the company located on the facility site.

Firms must make an annual application to the County Assessor by March 15th of the year in which the exemption is requested. Upon approval of the application, the state will reimburse tax dollars to local taxing jurisdictions, which they would have otherwise received. As a result, although application for the exemption is made to the County Assessor, Oklahoma Tax Commission personnel are involved in the final review to determine the exemption. It is the responsibility of the company to apply for the exemption each year by March 15th.

The five-year manufacturing exemption for distribution centers applies to establishments primarily engaged in distribution as defined by NAICS [49311](#), [49312](#), [49313](#), [49319](#), and NAICS [42](#).

Construction of the distribution center must begin on or after November 1, 2007 and be completed within three (3) years from the date of construction. A minimum investment of Five-Million Dollars (\$5,000,000.00) is required at least 100 FTE paid at least one-hundred seventy-five percent (175%) of the federal minimum wage. [Ref: 68 O.S. Sec. 2902 (B) (1) (e)] Effective November 1, 2007.

2. Exempt Inventory

(Art. 10, § 6A Okla. Const.) (68 O.S. § 2902.2)

For more information, contact the Oklahoma Tax Commission at (405) 319-8200 or helpmaster@oktax.state.ok.us. For forms, visit www.oktax.state.ok.us or contact a local County Assessor to discuss what property may qualify for the exemption. [Download PDF on Exempt Inventory here.](#)

Oklahoma's Freeport Law exempts from taxation goods, wares, and merchandise that come from outside the state and leave the state within nine months if such goods, wares, and merchandise are held for assembly, storage, manufacturing, processing, or fabricating purposes within the state. This exemption must be filed with the county assessor by March 15th as other exemption applications.

The Oklahoma State Constitution and Title 68 O.S. § 2805 exempt intangible personal property including cash, receivables, bonds, stocks, and annuities from ad valorem taxation.

All tangible personal property is reported to the County Assessor no later than March 15th of each year. A Freeport exemption application must accompany the report.

3. Aircraft Manufacturers Exemption License

(3 O.S. §§ 254 and 256.2)

For more information, contact the Oklahoma Tax Commission at otcmaster@tax.ok.gov. [Download PDF an Aircraft Manufacturing Exemption License here.](#)

Manufacturers of aircraft may purchase an exemption license of \$250 in lieu of any ad valorem tax upon aircraft owned by the manufacturer. Each manufacturer of aircraft must pay a registration fee of \$250 on each aircraft in the process of manufacture.

4. Local Incentive

(62 O.S. § 860)

For more information, contact the Oklahoma Department of Commerce at (800) 879-6552 or info@odoc.state.ok.us.

Another method for companies to obtain ad valorem incentives or exemptions is for local taxing entities to designate Incentive Districts in the community and allow exemptions of some, or a portion of local taxes, by written agreement amongst all taxing

units affected. The revenue is not reimbursed by the state using this method so the decision to allow the exemption is strictly a local one. The exemption is allowed on new investment only and is not available to predominantly “retail” establishments, which by statutory definition do not include hotels or motels.

Exemptions are for five years unless the business is located in an Enterprise Zone - then, the exemption may be for up to six years. It may be extended for the sixth year only by agreement of all local taxing entities. Companies enrolled in the five-year manufacturers exemption described in Section C.1 (68 O.S. § 2902) are not eligible for the local incentive, nor are companies relocating from within the state.

II. Income Tax Credits and Exemptions

A. For Business

1. The Investment / New Jobs Income Tax Credit

(68 O.S. § 2357.4)

For more information contact the Oklahoma Tax Commission at (405) 521-3133 or helpmaster@tax.ok.gov. For forms, visit www.tax.ok.gov

Downloads:

[Investment/New Jobs Credit – Form 506](#)

[Oklahoma Resident Individual Income Tax - Form 511](#)

[Oklahoma Corporate Income Tax – Form 512](#)

Manufacturers who hold a manufacturer's sales tax exemption permit may choose this income tax credit based on either an investment in depreciable property or on the addition of full-time equivalent employees engaged in manufacturing, processing or aircraft maintenance. Participation in this benefit prohibits a manufacturer from participating in the Quality Jobs Program unless the manufacturer makes a qualifying capital investment in excess of \$40 million. See information in Section 2 below. **Tax credits accrue and may begin to be claimed starting July 1, 2012.**

Manufacturers that invest in qualified new depreciable property and also hire new employees may compute the five-year tax credit either (1) by calculating 1% of the qualifying investment or (2) by multiplying \$500 per new employee, and then choosing whichever credit is larger. The maximum credit in the first five years equals up to 5% of the investment, or \$2,500 per new employee. The credit doubles for most investments in excess of \$40 million or for those qualified investments in an Enterprise Zone. Credits may reach as high as 10% of new investment, or \$5,000 per new employee. Any credit allowed but not used in the initial five-year period, for investments after January 1, 2000, may be carried over until used by the company.

Investment in depreciable property must equal at least \$50,000, and the number of employees must not decrease as a result of the investment. Qualified property includes all machinery, fixtures and buildings, including warehousing or substantial improvements to buildings used in a manufacturing operation on a manufacturing site. Eligibility is initially determined each year by the taxpayer on its income tax return.

If an employer wishes to take the credit based on an increase in the number of full-time equivalent employees engaged in manufacturing, processing, or aircraft maintenance, each new position on which the credit is based must earn at least \$7,000 in wages or salary per year. After the first year of the initial employee increase, an additional credit may be earned for up to four more years. Eligibility is determined each year by the taxpayer on its annual tax return.

The credit is computed on a year-by-year basis. Therefore, a company that had qualified in one year for the credit based on new employees hired, but experiences a reduction in employment the next year, would still qualify for a partial credit, unless employment fell below the employment level for the year prior to the first year the credit was allowable. If, in later years, additional qualifying employees were added, a new base employment level would be calculated, and the new series of credits could be taken for the number of employees above that base level of employment.

The number of jobs may fluctuate if the credit is based on investment. However, a loss in number of jobs must not be attributable to the new investment.

2. Quality Jobs + Investment Tax Credits

The Quality Jobs + Investment Tax Credits incentive creates:

1. An incentive that targets manufacturers which must have capital investments greater than \$40 Million in addition to creating skilled jobs;
2. A foundation of attracting “name-plate” companies to Oklahoma; and
3. A policy of incentivizing businesses with large capital investments greater than \$40 million and creating jobs that pay higher than average wages;
4. Tax Credits will accrue and may begin to be claimed starting July 1, 2012. For more information see Chapter 50 Income, Subchapter 15 Oklahoma Taxable Income, Part 7 Credits Against Tax at <http://www.tax.ok.gov/rules/ER-50-15-7.pdf> on the Oklahoma Tax Commission website.

Qualifying Requirements:

- Job creation requirements similar to present Quality Jobs Program except that the wages must be greater than the state’s average wage – presently \$37,775, which changes every year at the same time that average county wages change in the Quality Jobs Program;
- Capital investment must be greater than \$40 million to also qualify for Investment Tax Credits. Then, the investment qualifies for a 2% tax credit per year for 5 years;
- With the ability to take both Quality Jobs and Investment Tax Credits incentives, the number of the Quality Jobs portion is equal to the calculated number. There are no automatic 5% areas;
- Companies may not exceed the 5% net benefit rate;
- Quality Jobs + Investment Tax Credits may not be combined with Small Employer Quality Jobs or 21st Century Quality Jobs;
- Industries that may qualify for the incentive are only those manufacturing industries that presently qualify for Investment Tax Credits.

Effective as of January 1, 2010.

3. Aerospace Industry Engineer Work Force Tax Credits

(68 O.S. § 2357.301)

During the 2010 legislative session, state lawmakers placed a two year moratorium on the Aerospace Industry Engineer Tax Credit program. However, with the signing of HB 1008 by Governor Mary Fallin in early April 2011, the Aerospace Industry Engineer Credit was restored effective July 1, 2011.

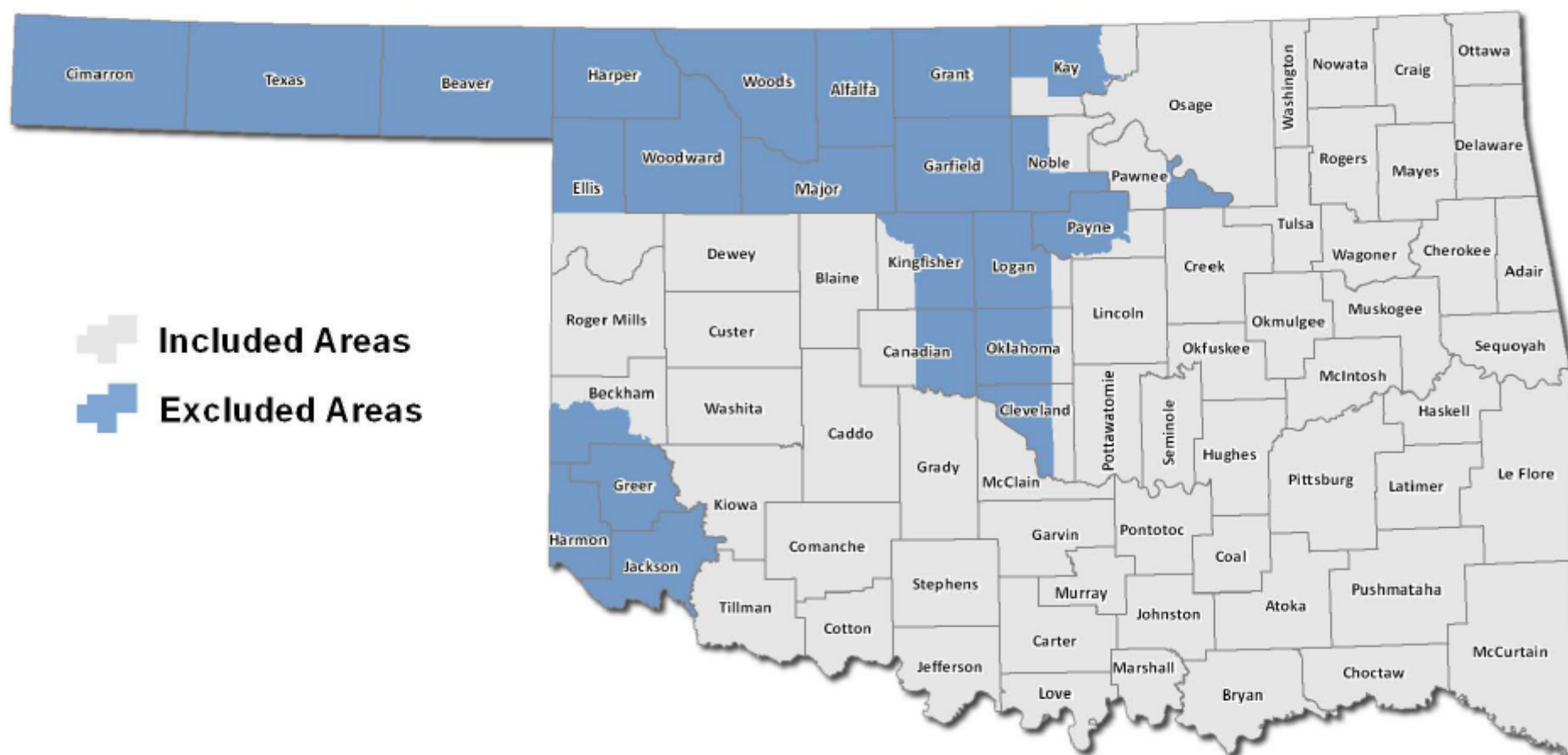
It should be noted that between July 1, 2010 and June 30, 2011 no tax credit may be claimed for any event, transaction, investment, expenditure or other act for which the engineer tax credit would otherwise be allowable. For more information see Chapter 50 Income, Subchapter 15 Oklahoma Taxable Income, Part 7 Credits Against Tax at <http://www.tax.ok.gov/rules/ER-50-15-7.pdf> on the Oklahoma Tax Commission website.

Effective July 1, 2011, Oklahoma aerospace companies hiring engineers will receive a tax credit equal to 10% of the compensation paid to an engineer during the first five years of his or her employment depending on the date of hire if the engineer graduated from an Oklahoma college, or a tax credit equal to 5% of the compensation paid to the engineer during the first five years of his or her employment depending on the date of hire if the engineer graduated from a college outside Oklahoma. The maximum credit is \$12,500 per qualified employee per year.

In addition, effective July 1, 2011 Oklahoma aerospace companies may receive a tax credit in the amount of 50% of the tuition reimbursed to a new engineer graduate for the first four years of his or her employment depending on the date of hire. The tax credit is limited to 50% of the average annual tuition paid by an engineer at a qualified program at a public university in Oklahoma.

Also, effective July 1, 2011 engineers who are hired by an Oklahoma aerospace company may also receive an individual tax credit of up to \$5,000 per year for a period of 5 years depending on the date of hire.

4. Tax Incentive Area Map Former Indian Lands



Disclaimer: these materials have been prepared by the Oklahoma Department of Commerce for informational purposes only and do not constitute legal or tax advice. This information is subject to change based on judicial interpretation and legislative action. The application of the information is subject to your unique facts and circumstances. You should not act upon any information contained in these materials without seeking your own personal legal and tax advice.

5. Federal Tax Incentives on Former Indian Reservation Lands

(26 I.R.C. §§ 45A, 168 [j]) (68 O.S. § 2358 [17])

For more information, contact the Oklahoma Department of Commerce at (800) 588-5959. For forms, contact the IRS at (800) TAX-1040 or visit www.irs.gov.

Downloads:

[American Indian Land Tax Credits](#)

[Frequently Asked Questions](#)

[Indian Employment Credit Form](#)

Congress clarified the Internal Revenue Code in 1997 to verify that former Indian Reservation Lands comprise over two-thirds of Oklahoma. Businesses locating or expanding in these areas benefit by accelerated depreciation of investment or by employment tax credits when employing tribal members or their spouses. The taxpayer must be in an active trade or business on the former Indian lands.

The depreciation schedule of the investment is for a shorter recovery period of approximately 40% for nonresidential property. Use of the accelerated depreciation schedule also requires that the depreciable property be placed in service during years 1994 through 2011.

The federal tax credit is 20% of increased wages over those paid to qualified individuals in 1993, including health insurance premiums paid by the employer. Wages of individuals eligible for the employment tax credit may not exceed \$30,000 indexed after 1993, and the credit is applicable to new wages of up to \$20,000 for years 1994 through 2011. The indexed wage level for 2011 is \$45,000. IRS Form 8845 is used for computing and claiming the credit. [Indian Employment Credit Form from the IRS](#).

Example:

Company A has a qualified employee to whom the store pays \$15,000 in total wages and health insurance in 1993. In 2011, the company pays the same person \$35,000. The credit is computed as follows:

| | |
|----------------------------|----------|
| 2011 Wage/Health Insurance | \$35,000 |
| 1993 Wage/Health Insurance | \$15,000 |
| (Increase)* | \$20,000 |
| Rate of Credit | 20% |
| Indian Employment Credit | \$ 4,000 |

*Credit applies up to the first \$20,000 in increased wages. The maximum credit per employee per year is \$4,000.

Earnings Caps for 2011 and previous years:

- 2000 - \$30,000
- 2001 - \$30,000
- 2002 - \$30,000
- 2003 - \$30,000
- 2004 - \$30,000
- 2005 - \$30,000
- 2006 - \$30,000
- 2007 - \$30,000
- 2008 - \$40,000
- 2009 - \$45,000
- 2010 - \$45,000
- 2011 - \$45,000

6. Insurance Premium Tax Credit

(36 O.S. § 625. 1)

For more information, contact Dwight DeJear at the Oklahoma Insurance Department at (405) 522-0891 or dwight.dejear@oid.ok.gov.

Insurance companies that locate or expand regional home offices in Oklahoma and maintain an employee level above 200 are eligible for special tax credits against the tax imposed in the Insurance Code. Annual credits range from 15% to 50% based on the numbers of full time, year-round employees. This credit is not available to participants in the Quality Jobs Program.

7. Alternative Energy Sources Tax Credits

(68 O.S. § 2357.32A and B)

For more information, contact the Oklahoma Tax Commission at (405) 521-3133 or helpmaster@tax.ok.gov. For forms, visit www.tax.ok.gov

Downloads:

[Download the Oklahoma Other Credits Form – 511CR](#)

Oklahoma encourages alternative, zero-emission fuel production by providing tax credits to producers of electricity utilizing such sources and to small wind turbine manufacturers. **Tax credits accrue and may be claimed beginning January 1, 2011.**

Producers may receive 75 one-hundredths of one cent per kilowatt-hour. Credits may be earned for 10 years once production begins, and earned credits may be carried forward 10 years. Non-taxable electric producers may transfer the credits.

Small wind turbine manufacturers may earn a credit of \$25 per square foot of rotor swept area starting in 2003. The credits are freely transferable and may be carried forward 10 years. A good list of incentives can be found on this website:

<http://www.afdc.energy.gov/afdc/>.

8. Clean Burning Fuel Vehicle Credit

(O.S. § 68-2357.22)

Prior to January 1, 2010, Oklahoma provides a one-time income tax credit for 50% of the cost of converting a vehicle to operate on an alternative fuel, or for 50% of the incremental cost of purchasing a new clean burning fuel vehicle. The state also provides a tax credit for 10% of the total vehicle cost, up to \$1,500 if the incremental cost of a new vehicle cannot be determined, or when the vehicle is resold, as long as a tax credit has not been previously taken on the vehicle. The alternative fuels eligible for the credit include compressed natural gas (CNG), liquefied natural gas (LNG), liquefied petroleum gas (LPG), methanol, and electricity. This tax credit extends to low-speed electric vehicles as defined by NHTSA in 49 C.F.R. 571.500, to forklifts and other similar self-propelled vehicles, and to qualified electric and hybrid electric vehicles. For qualified electric vehicle property propelled by electricity only, the basis for the credit is the full purchase price of the vehicle. For vehicles also equipped with an internal

combustion engine, the basis for the credit is limited to the portion of such motor vehicle which is attributable to the propulsion of the vehicle by electricity.

9. Clean Burning Fuel Vehicle Infrastructure Credit

(O.S. § 68-2357.22)

The state provides a tax credit for up to 50% of the cost of installing refueling infrastructure for clean burning fuel vehicles. These tax credits may be carried forward for up to three years. The alternative fuels eligible for the credit include compressed natural gas (CNG), liquefied natural gas (LNG), liquefied petroleum gas (LPG), methanol, and electricity.

10. Ethanol Fuel Retailer Tax Credit

(HB 1556, 2005 & O.S. § 68-500.10-1)

Beginning January 1, 2006 retailers of ethanol-blended fuel (a blend of gasoline and ethyl alcohol consisting of not more than 15% ethyl alcohol by volume) may claim a motor fuel tax credit of \$0.016 for each gallon of ethanol fuel sold in Oklahoma if the retailer provides a price reduction to the purchaser of the ethanol fuel in the same amount. This incentive is effective unless the federal government mandates the use of reformulated fuel in an area within the state of Oklahoma that is in non-attainment with the National Ambient Air Quality Standards.

B. For Investors

1. Technology Transfer Income Tax Exemption

(68 O.S. § 2358 [C])

For more information, contact the Oklahoma Tax Commission at (405) 521-3133 or helpmaster@oktax.state.ok.us. For forms, visit www.oktax.state.ok.us.

The taxable income of any corporation is decreased for transfers of technology to qualified small businesses located in Oklahoma. The corporation transferring the technology is allowed an exemption from taxable income in the amount of the royalty payment received as a result of such transfer, provided that the exempted amount shall not exceed 10% of the amount of gross proceeds received by such corporation as a result of the technology transfer. "Gross proceeds" is defined as the total amount of consideration for the transfer, whether it is money or otherwise. This benefit lasts for 10 years from the date of the receipt of the first royalty payment accruing from such transfer.

2. Income Tax Exemption for Interest Paid on Bonds Issued by or on Behalf of Public Agencies

(68 O.S. § 2358.5)

For more information, contact the Oklahoma Tax Commission at (405) 521-3133 or helpmaster@oktax.state.ok.us. For forms, visit www.oktax.state.ok.us.

Interest payments received as a result of obligations issued by cities, counties, Oklahoma educational institutions, or public trusts on behalf of towns, cities, counties, or

Oklahoma educational institutions are not subject to Oklahoma income tax, unless such obligations are issued on behalf of nonprofit corporations.

Generally, interest payments on bonds issued by the Department of Transportation are also state income tax exempt.

3. Commercial Space Industry Credit

(68 O.S. § 2357.13)

For more information, contact the Oklahoma Tax Commission at (405) 521-3133 or helpmaster@tax.ok.gov. For forms, visit www.tax.ok.gov

Downloads:

[Download the Oklahoma Other Credits Form – 511CR](#)

Investors may take a credit of 5% of investment in qualifying projects that encourage the development of commercial space industries as certified by the Oklahoma Tax Commission. One hundred new jobs must be created and at least \$25 million dollars invested. The credit can be carried forward for 4 years.

4. Historic Rehabilitation Tax Credit

(68 O.S. § 2357.41)

For more information, contact the Oklahoma Tax Commission at (405) 521-3133 or helpmaster@oktax.state.ok.us or <http://www.preservationok.org>. For forms, visit www.oktax.state.ok.us.

Downloads:

[Download the Oklahoma Other Credits Form – 511CR](#)

Effective January 1, 2012, Oklahoma has freely transferable tax credits for investment in any certified historic building in an increment district created pursuant to the Local Development Act. The state credit equals the federal rehabilitation credit allowed on such historic properties. The credits may be sold during the first five years after qualifying and may be carried forward a total of 10 years. **Tax credits accrue and may be claimed beginning January 1, 2012.**

5. Venture Capital Tax Credit

(68 O.S. § 2357.7)

For more information, contact the Oklahoma Tax Commission at (405) 521-3133 or helpmaster@tax.ok.gov. For forms, visit www.tax.ok.gov

Downloads:

[Download the Oklahoma Other Credits Form – 511CR](#)

Investment in qualified venture capital companies creates a transferable income tax credit or premium tax credit. Venture Capital companies must be capitalized at a minimum of \$5 million and invest at least 55% of those dollars in qualified Oklahoma companies over a ten year period. The credit equals 20% of the cash invested. – THIS CREDIT SUNSETTED.

C. For Entrepreneurs

1. New Products Development Income Tax Exemption

(74 O.S. § 5064.7)

For more information, contact the Oklahoma Center for the Advancement of Science and Technology (OCAST) at (405) 319-8416 or cheryl.stratton@ocast.ok.gov. The Oklahoma Tax Commission will determine the eligibility of the taxpayer for any Oklahoma tax credits or exemptions. Filing this document with OCAST does not guarantee receipt of any tax credit or exemption. All other qualifications must be met as determined by the Oklahoma Tax Commission. For eligibility requirements, contact (800) 522-8165.

Royalties earned by an inventor on products developed and manufactured in Oklahoma are exempt from state income tax for seven years when registered with the Oklahoma Center for the Advancement of Science and Technology (OCAST). OCAST, through the Oklahoma Inventors Assistance Service, provides seminars regarding patent searches, market analysis, product research and development.

An in-state manufacturer of a product developed in Oklahoma may exclude from taxable income 65% of the cost of depreciable property (including machinery, fixtures, equipment, buildings or substantial improvement of the building) purchased and used directly in manufacturing the product. The product must be patented or patent pending. The maximum exclusion is \$500,000. If the credit is not fully used in the year the depreciable property is placed in service, it may be carried forward four years.

2. Incubator Site Tenant Tax Exemption

(74 O.S. § 5078)

For more information, contact the Oklahoma Department of Commerce at (405) 815-5143 or rana_steeds@odoc.state.ok.us.

Downloads:

[Download the Oklahoma Other Credits Form – 511CR](#)

A business incubator site is a facility in which small businesses may rent space, and where management provides business development services such as financial consulting and marketing assistance. Sponsors of an incubator may be exempt from Oklahoma income taxes on income earned from rental fees, other income derived from services provided to the tenants, or for providing funding for an incubator site. This exemption is for 10 years from the date of the tenant's occupancy within an incubator. A sponsor must be a certified incubator with the Oklahoma Department of Commerce.

The tenant of a certified incubator, or its owner, is exempt from state tax liability on income earned as a result of activities conducted as an occupant in an incubator for up to 10 years from the occupancy date in an incubator site in accordance with rules of the Oklahoma Tax Commission. The exemption remains in effect after the date the tenant is no longer an occupant in an incubator, but not to exceed a total of 10 years. In order to qualify for the income tax exemption for the 6th through 10th year, the tenant must make at least 75% of its gross sales to buyers located outside the state or to the federal government.

D. Worker Related

1. The Work Opportunity Tax Credit Program (WOTC)

For more information and employee certifications, contact the Oklahoma Employment Security Commission at (405) 557-7112 or sheila.gray@oesc.state.ok.us. For forms, visit www.irs.gov.

Downloads:

[Work Opportunity Prescreening Instructions for 8850](#)

[Work Opportunity Prescreening and Certification -- 8850](#)

[Individual Characteristics Form ETA 9061](#)

The Work Opportunity Tax Credit Program (WOTC) was designed to promote the hiring of target group individuals. The tax credit for WOTC is up to \$2,400 for each new hire: 40% of qualified first-year wages for those employed 400 hours or more, 25% for those employed at least 120 hours. Qualified wages are capped at \$6,000, Summer Youth wages are capped at \$3,000, Long Term Family Assistance Recipients are capped at \$10,000, and Disabled Veterans are capped at \$12,000. Congress has authorized the WOTC program until August 31, 2011.

The tax credit is as much as \$1,200 for each Summer Youth hire, \$2,400 for each new adult hire, \$4,800 for each new disabled Veteran hire, and \$9,000 for each new long-term family assistance recipient hire.

2. Federal Empowerment Zone Incentives

For more information, please contact Brent Bryant, Economic Development Program Manager with the City of Oklahoma City at (405) 297-2260 or brent.bryant@okc.gov.

Certain areas within Oklahoma City have been deemed to be an Empowerment Zone. Enhanced WOTC and WTW credits are applicable within the Empowerment Zone. In addition, tax credits of up to \$3,000 annually per new or existing employee that lives and works in the Empowerment Zone are available to businesses within the Empowerment Zone. Qualifying salary amounts are an offset when taking more than one of these credits. See IRS form 8844. Exclusions from taxable income are increased for business costs on machinery and equipment acquired after 2001.

Additionally, capital gains on original issue stock, business interests, and property purchased after 2000 and held for more than one year in an Empowerment Zone business, are excluded from income if placed in another Empowerment Zone business within 60 days. Those who hold stock in an Empowerment Zone business for five years or more may exclude 60 percent of income from the sale of such stock from federal taxable income until 2014. State income tax is lowered as a result of these benefits, also.

Empowerment Zone businesses must have at least 35% Empowerment Zone residents as employees to qualify. Empowerment Zone Facility Bonds are also available to such businesses and are more fully discussed in the Financing Assistance section of this guide.

III. Sales Tax Exemptions and Refunds

A. Exemptions

1. Manufacturers

(68 O.S. §§ 1359, 1359.2 and 1364)

For more information and certification, contact the Oklahoma Tax Commission at (405) 521-3133 or otcmaster@tax.ok.gov. For forms, visit www.oktax.state.ok.us.

Oklahoma has a comprehensive sales tax exemption for manufacturers who obtain a Manufacturer's Sales Tax Exemption Permit from the Oklahoma Tax Commission. The permit must be renewed every three years. This permit must be presented to the vendor, and a claim for exemption made at or before the time of purchase, to relieve the vendor of the liability for collecting sales tax. The exemptions cover purchases of machinery and equipment, energy, and tangible personal property used in design, development, and manufacturing.

Sales to a manufacturer of exempt property must be used in the manufacturing operation at a manufacturing site. The exemption is not extended to purchases for administration, sales, distribution, transportation, site construction or site maintenance.

2. Computer Services and Data Processing

(68 O.S. § 1357 [21])

For more information about filing the required affidavit and certification, contact the Oklahoma Tax Commission at (405) 521-3133 or otcmaster@tax.ok.gov. For forms, visit www.oktax.state.ok.us.

Oklahoma recognizes the importance of companies engaged in computer services or data processing activities by offering exemptions from sales tax on certain items as follows:

3. Sales at Aircraft Maintenance Facilities

(68 O.S. § 1357 [20])

For more information and certification, contact the Oklahoma Tax Commission at (405) 521-3133 or otcmaster@tax.ok.gov. For forms, visit <http://www.oktax.state.ok.us/>.

Sales of aircraft and aircraft parts provided the sales occur at aircraft maintenance facilities operated by an air common carrier that employs at least 2,000 full-time employees are exempt from sales tax. The aircraft maintenance facility activity must be primarily related to the fabrication, repair, alteration, modification, refurbishing, maintenance, and building or rebuilding of commercial aircraft or aircraft parts used in air common carriage.

4. Aircraft Repairs and Modifications

(68 O.S. § 1357 [28])

Sales of aircraft engine repairs, modification, and replacement parts, sales of aircraft frame repairs and modification, aircraft interior modification and paint, and sales of services employed in the repair, modification, and replacement of parts of aircraft engines, aircraft frame, and interior repair and modification, and paint are also exempt from sales tax.

5. Aircraft Maintenance or Manufacturing Facility

(68 O.S. § 1357 [16])

For more information about filing, the required affidavit and certification, contact the Oklahoma Tax Commission at (405) 521-3133 or otcmaster@tax.ok.gov. For forms, visit www.oktax.state.ok.us.

Oklahoma offers a sales tax refund for sales of computers, data processing equipment, and related telecommunications equipment for use in an aircraft maintenance or manufacturing facility that:

- Is new or expanding.
- Is primarily engaged in aircraft repair, building, or rebuilding.
- Has a total cost of construction exceeding \$5 million.
- Employs at least 250 new full time employees upon completion.
- Pays at least \$2 million for computer services/data processing equipment.

6. Excise Tax on Aircraft Sales

(68 O.S. § 6001)

Generally, excise tax in lieu of sales tax is imposed on the sale, transfer, or lease of aircraft that will be based in Oklahoma.

For more information and certification, contact the Oklahoma Aeronautics Commission at (405) 604-6900. Sales of aircraft to commercial airlines are free of the excise sales charge.

Machinery and equipment used by companies primarily engaged in activities described in SIC Code Industrial Group Numbers 7372 and 7373 that derive at least 50% of their revenues from out-of-state purchasers or companies primarily engaged in activities described in SIC Code Industrial Group Number 7374 and derive at least 80% of revenues from out-of-state purchasers.

Presentation to vendors of a letter of exemption avoids payment of sales tax at the time of purchase.

7. Telecommunications

(68 O.S. §§ 1354 and 1357 [18] [26])

For more information and certification, contact the Oklahoma Tax Commission at (405) 521-3133 or otcmaster@tax.ok.gov. For forms, visit www.oktax.state.ok.us.

Sales tax exemptions apply to Interstate 1-800, WATS, and interstate private-line business telecommunication services, and to cell phones sold to a vendor who transfers

the equipment as part of an inducement to a consumer to contract for wireless telecommunications.

8. Spaceport

(68 O.S. § 1356) [32 - 37]

For more information and certification, contact the Oklahoma Tax Commission at (405) 521-3133 or otcmaster@tax.ok.gov. For forms, visit www.oktax.state.ok.us.

Sales of any tangible property to a spaceport user as determined by the Oklahoma Space Industry Development Authority are exempt from sales tax. Launch vehicles, satellites and such related attached or used property may also be purchased free from sales and use tax.

B. Refunds

Oklahoma offers sales tax refunds for qualified companies. To qualify, a company submits an Application/Intent to Qualify to the Oklahoma Tax Commission to establish an interest-bearing account. Upon receiving the application and documentation concerning the sales/use taxes to be paid by the applicant or their contractors, the Oklahoma Tax Commission will determine whether a company qualifies. If so, the Oklahoma Tax Commission will immediately set up an account to track sales taxes paid on sales as shown by the invoices submitted.

For purposes of the exemption at section 1359 (7) of Title 68 for qualified manufacturers, interest is determined according to the amount earned as invested by the State Treasurer's Office. For the remaining refunds at Sections 1357(17) and 54003 of Title 68, interest accrues at the rate of a 3-month Treasury bill from the date invoiced items are approved.

Sales taxes paid on construction materials incorporated in certain new manufacturing facilities by the manufacturer or by a contractor or subcontractor on behalf of a qualified manufacturer are refundable.

Sales taxes paid for machinery and equipment by certain service businesses (computer services, R & D, and aircraft repair) are refundable.

Invoices of each vendor that distinguish the state and local sales taxes paid must be submitted with claims.

Affidavits from vendors or contractors that the sales taxes were charged, paid, and have not been refunded by the vendor must be submitted with claims.

Eligible applicants must file for a refund within 36 months of the date of purchase. The Oklahoma Tax Commission requires certification from the Oklahoma Employment Security Commission regarding the number of jobs.

Note: Participation in the Quality Jobs Program or other incentive payment programs precludes participation in these refunds.

1. Computer Services / Data Processing / Telecommunications Equipment

(68 O.S. § 54003)

For more information, contact the Oklahoma Tax Commission at (405) 521-3133 or otcmaster@tax.ok.gov. For forms, visit www.oktax.state.ok.us.

Oklahoma offers a sales tax refund on the purchase of computers, data processing equipment, related peripherals, telegraph or telecommunications services, and equipment.

- Applies to NAICS Nos. **51121**, **336411**, **541512**, **518210** and **518111** (Computer services and data processing) and **541712**, **541720**, **541712** and **541380** (Research and Development).
- New or expanding businesses.
- Addition of 10 new full-time employees that have an average salary of \$35,000.
- These new employees must be employed for at least 36 months.
- 50% of annual gross revenues must result from sales to out-of-state buyers but may include the federal government.
- 75% of annual gross income results from computer services, data processing activities, or research and development activities.
- If the company is in SIC Code Industrial Group Number **518210**, it must also purchase \$100,000 worth of exempt items.

Note: This refund is not as favorable to computer services and data processing companies as the sales tax exemption found at 68 O.S. § 1357 (21).

2. Construction Materials

(68 O.S. § 1359 [7])

For more information, contact the Oklahoma Tax Commission at (405) 521-3133 or otcmaster@tax.ok.gov. For forms, visit www.oktax.state.ok.us.

Oklahoma refunds sales taxes paid on construction materials for certain new or expanding manufacturing facilities including:

- Facilities with construction costs exceeding \$5 million that create 100 new manufacturing jobs and are maintained for a minimum of 36 months. Construction costs include building and construction costs, and engineering and architectural fees, but not legal fees.
- Facilities with construction costs exceeding \$10 million, and with combined total costs of material, construction, and machinery exceeding \$50 million, which add 75 new employees who are retained for 36 months.
- Facilities with construction costs exceeding Three Hundred Million Dollars (\$300,000,000) which maintain an employment level of a least 1,750 full time equivalent employees.
- Qualified new or expanding aircraft maintenance and overhaul facilities that create 250 or more jobs, with construction costs totaling at least \$5 million. [68 O.S. 1357(17)].

These construction exemptions are unique not only because they are refunds, but also because they allow contractors or subcontractors that have previously entered into a written contractual relationship with the manufacturer, or a qualified aircraft maintenance facility operator, to make refundable purchases on behalf of manufacturers. The manufacturer may use invoices made out in the contractors' names for proof when applying for sales tax refunds. Generally, refundable purchases do not

include machinery and equipment. Warehousing/Distribution for manufacturers, structures, or land used for packaging, re-packaging, labeling, or assembly for distributing products that are at least 70% made in Oklahoma, but at an off-site, in-state manufacturing facility or facilities are also deemed manufacturing facilities for purposes of these sales tax refunds.

IV. Transportation and Distribution Benefits

A. Industrial Access Roads

For more information, contact Mitch Surrett of the Oklahoma Department of Transportation at (405) 522-0290 or email at msurrett@odot.org.

The Industrial Access Road Program is designed to provide assistance to local industrial development efforts by funding, within practical limitations, access facilities connecting a specific industry or industrial area directly to the state or local road system. Application is through local governing bodies that in turn contact the Oklahoma Department of Transportation.

B. Foreign-Trade Zones

For more information on the Tulsa Port of Catoosa Zone, contact Bob Portiss at (918) 266-2291 or email at bob@tulsaport.com. For more information on the Greater Oklahoma City Area Zone, contact Matthew Weaver at (405) 623-5335, or email at matthew@foreigntradezone106.org. For more information on the Port of Muskogee Zone, contact Scott Robinson at (918) 682-7886 or email at scott@muskogeeport.com. For more information on the International Business Park in Durant Zone, contact Sherry Harlin at (580) 924-5094 or e-mail at sherryh@ruralenterprises.com.

Foreign-Trade Zones are a U.S. Customs Duty Management Program where manufacturers and distributors located in Foreign Trade Zones – since for Customs purposes, are considered to reside outside the U.S. - benefit from cost savings and flexibility.

Businesses engaged in international trade within these Zones benefit from special customs procedures when importing and when warehousing, manufacturing, or assembling with imported goods that remain in bond under Customs Control.

Subzones may be established for single purpose manufacturing/fabricating and distribution operations.

There are four Zones in Oklahoma: Port of Muskogee (FTZ #164) and the Tulsa Port of Catoosa (FTZ #53), which are both on the McClellan Kerr Arkansas River Navigation System, providing rail, barge, and truck transportation services from Oklahoma to ports throughout the world; the Port Authority at Will Rogers World Airport of the Greater Oklahoma City Area (FTZ #106), Oklahoma City; and the International Business Park in Durant (FTZ #227).

The Tulsa Port of Catoosa (FTZ #53) also covers four other sites: Stillwater Industrial Park, Bartlesville Industrial Park, Mid America Industrial Park at Pryor Creek, and Tulsa International Airport. It also includes one Subzone: the MerCruiser plant in Stillwater. The Port Authority of Greater Oklahoma City is the governing Board for Oklahoma's largest Foreign-Trade Zone (FTZ #106) and has responsibility for a 90-minute radius service area in central Oklahoma. The Zone has expanded dramatically beyond its original locations, which were Will Rogers World Airport and Biagi Bros. Warehouse.

Additions to the General Purpose Zone have included a total of eleven sites in the Oklahoma City Area, with more coming online. Current designated sites include:

- Mid America Business Park I and II;
- Western Heights Properties' Industrial Park;
- Will Rogers World Airport;
- Kelley Avenue International Trade Center in Edmond, Oklahoma;
- ICON Center in Ada, Oklahoma;
- Guthrie/Edmond Regional Airport (GeoPort) in Guthrie, Oklahoma

The Oklahoma City Zone has sponsored several Subzones for specific manufacturers: General Motors Plant in Midwest City; VAC Corp.; Xerox Corporation; Imation Enterprise Corp. in Weatherford; and the Conoco Refinery in Ponca City. The Port of Muskogee (FTZ 164) also covers John T. Griffin Industrial Park in Muskogee and two sites in McAlester, Oklahoma, operated by Komar Distribution Services.

FTZ 227 is located in the 320-acre International Business Park in Durant. It serves several counties in southern and southeastern Oklahoma. The zone is located adjacent to US Hwy 69/75 and is one hour from the Dallas/Ft. Worth metroplex, eight hours from Laredo, Texas, and five hours from San Antonio and Houston, Texas. Interstate Hwy 35, the primary trunk of the NAFTA Superhighway System, lies just 45 miles west of the zone. FTZ 227 also covers two other sites located in Ardmore: the Ardmore Industrial Park and the Westport Industrial Complex. The Ardmore Industrial Airpark comprised of approximately 2,790 acres and formerly the Ardmore Air Force Base, is located approximately 16 miles northeast of Ardmore. The Ardmore Industrial Airpark is zoned Heavy Industrial. The Westport Industrial Complex is comprised of 122 acres. There are two zoning classifications for the complex: Heavy Industrial and Light Industrial. FTZ 227 also includes a Subzone: the Valero Refinery in Ardmore.

Benefits to businesses located in Foreign Trade Zones include the following:

- Ability to hold most merchandise subject to quotas until the quota opens and/or the ability to bring such goods into the Foreign Trade Zone and subsequently re-export them;
- Increases flexibility with just-in-time delivery, quotas, and reduced customs delays;
- Duty elimination on:
 - Previously imported material, which is re-exported;
 - Rejected, scrapped, waste, or return-to-vendor imported material;
 - Sales of imported materials or finished products containing imported components to companies operating in other U.S. Foreign Trade Zones;

- Duty reduction by:
 - Manufacturing in the U.S. and selling domestically;
 - Utilizing pick-and-pack operations where the “set” has a lower duty rate than the individual pieces;
 - Duty-Deferral until merchandise is shipped from the zone into customs territory.

Merchandise may be held in a Foreign Trade Zone indefinitely.

C. Truck Registration Benefits

For more information and updates, contact the Oklahoma Corporation Commission, Transportation Division, IFTA at (405) 521-3246 or the IRP at (405) 521-3036.

Oklahoma’s economic and demographic advantages make it an optimum location for manufacturing, warehousing, and distribution facilities, particularly for transportation-sensitive industries. Oklahoma’s participation in the International Registration Plan (IRP) and the International Fuel Tax Administration (IFTA) provides interstate carriers the convenience of registering and licensing with one state, Oklahoma, and thereby attaining compliance with all 48 U.S. states, as well as 10 Canadian provinces, registration and fuel tax laws. In addition, Oklahoma’s participation provides uniformity in vehicle registration and motor fuel tax for interstate motor carriers who base-license their vehicles in Oklahoma. Specific provisions in the statutes complement the IRP and IFTA and provide additional benefits for the Oklahoma-based licensed carrier.

1. Other Truck Registration Benefits:

(47 O.S. §§ 1101 et seq.)

- Permanent Trailer Registration - The permanent registration plate remains with the trailer until there is a change in ownership. No annual renewal identification device is required.
- Permanent Truck/Tractor Plates - A permanent tag is now available to a motor carrier registered under the International Registration Plan.
- Tractor Excise Tax - For truck or truck-tractor registered for a gross vehicle weight of 55,000 pounds or more, the excise tax is \$10.00. The same applies to any cargo-carrying trailer.
- Reciprocity Miles - The miles traveled in states that are not members of any pro-rata agreements are no longer used in computing the Oklahoma mileage percentage factor for proportional registration.
- Property Tax - Motor vehicles and cargo-carrying trailers are not subject to any personal property tax in Oklahoma.
- Temporary Registration Authority - Temporary registration authority for vehicles to be added to an established fleet of proportionally registered vehicles is valid for 45 days.
- Electronic Registration by Data Transfer - Oklahoma now has the ability to customize a fleet registration program through its computerized, Electronic Registration Data Transfer (ERDT) system. ERDT saves time and money, eliminates errors, and provides unparalleled fleet registration services.

- Fast Forward - Oklahoma has established Fast Forward for the convenience of the motor carrier. Motor Vehicle staff provides immediate personalized assistance in providing registration and fuel permitting.

2. Benefits under IFTA:

- License and Identification - The motor fuel license and identification decal issued by Oklahoma are the only license and decal required to operate interstate vehicles in IFTA member states. The temporary fuel permit is valid for five days.
- Reporting - Only one quarterly report is filed for fuel tax liability on fuel consumption in the state for IFTA member states. Credit for over-purchase in any member IFTA state is accomplished in the one report filed with Oklahoma.
- Auditing - Generally, Oklahoma will be the only state to audit the records of an Oklahoma license-based carrier for all other IFTA and IRP jurisdictions.
- Deregulation - The Corporation Commission no longer regulates rates, routes, and services of most motor carriers.
- Member - Oklahoma is a member, as are all other states and most Canadian Provinces, in the International Registration Plan (IRP) - not an IFTA benefit. This is an IRP benefit.
- Member - International Fuel Tax Association, Inc. All states are members except Alaska and Hawaii.

I-35 - The interstate that bisects Oklahoma is a NAFTA Corridor (North American Free Trade Agreement).

V. Tourism and Film Incentives

A. Oklahoma Film Act

(68 O.S. §§ 3621-3626)

For more information, contact Jill Simpson at the Oklahoma Film & Music Office at (800) 766-3456 or by email at jill@oklahomafilm.org.

The Oklahoma Film Enhancement Rebate Act allows a rebate of up to 37% of qualified expenditures made in Oklahoma that are directly attributable to film, television production, television commercial, and theatre. Qualifying Expenditures for productions include the cost of construction and operations, photography, sound synchronization, wages and wardrobe, facilities, and related services. The minimum budget for the project shall be \$50,000 with a minimum of \$25,000 spent in Oklahoma. In addition to the rebate, the State of Oklahoma offers a Point-of-Purchase sales tax exemption to qualifying productions on sales tax paid for property or services to be used in productions. The POP Sales Tax Exemption cannot be used in conjunction with the rebate, and there is no minimum budget or expenditure requirement.

B. Sales/Income Tax Credit for Tourism Attraction Projects

(68 O.S. §§ 2357.34-40)

For more information, contact Doug Hawthorne at (405) 230-8482.

The Oklahoma Tourism Development Act provides an incentive for qualified new or expanding tourism facilities and attractions. Approved companies are issued a credit against either income tax or sales tax liability that results from expenditures for projects that attract more tourists to Oklahoma. The credit is calculated based on a percentage of the attraction's development costs. The company and the Director of the Department of Tourism and Recreation must enter into a tourism attraction development agreement with a 10-year term before any credits may be issued.

C. Income Tax Credit for Construction of Oklahoma Film/Music Facilities

(68 O.S. § 2001, Amending Sections 2357.35-40)

For more information, contact Jill Simpson at the Oklahoma Film & Music office at (800) 766-3456 or by email at jill@oklahomafilm.org.

Offers companies building film and/or music facilities in Oklahoma state income tax credits ranging from 10% on a minimum \$350,000 film construction project and \$100,000 music construction project to 25% for projects over \$1,000,000. Credit cannot exceed Oklahoma taxpayer's liability. Credit is non-assignable and non-transferable.

VI. Major Finance and Assistance Programs

A. Financing Assistance

1. Oklahoma Finance Authorities

(74 O.S. §§ 851 et seq. and 5062.1 et seq.)

For more information, contact the Oklahoma Finance Authorities at (405) 842-1145.

The Oklahoma Industrial Finance Authority (OIFA) provides permanent financing for real estate and equipment.

OFA has both tax-exempt and taxable financing available for most types of industries, including manufacturing, agricultural processing, and certain mining or recreational/tourism facilities.

Qualifying projects include construction of a new plant or existing plant expansion or replacement of all or part of the plant.

The maximum funding is \$5,000,000 on fixed collateral assets for up to 15 years. Loans are fixed rate or variable and below market for tax-exempt qualified projects.

The Oklahoma Development Finance Authority (ODFA) has established a credit enhancement program to bolster the credit of revenue bonds issued by the ODFA for loans to Oklahoma business or governmental borrowers. All bonds are state tax-exempt and may be federally tax-exempt. The ODFA may also issue tax-exempt bonds to support certain exempt facilities such as transportation, infrastructure, or environmental facilities.

2. Public Trust Financing: Industrial Revenue Bonds

(60 O.S. § 176 et seq., 74 O.S. § 851 et seq., and 61 O.S. § 651 et seq.)

For more information, contact the Oklahoma Finance Authorities at (405) 842-1145 or the Oklahoma State Bond Advisor at <http://www.ok-bonds.state.ok.us> or (405) 602-3100.

Oklahoma authorizes public trust financing for economic development purposes at the state, county, and city level. Trusts may enter into lease-leaseback, sale-leaseback, interest rate swaps, and other similar transactions.

The powers of the public trusts to issue bonds or other financing tools are set forth in the trust documents, and therefore need to be very carefully reviewed. It is also recommended that finance professionals review the trust indentures before any funds are expended or obligations are incurred.

It is possible for a public trust to access the programs administered by the Oklahoma Finance Authorities to fund bonds. Accessibility would be determined by available funding, the trust indenture of the local public trust, and the project to be funded. An allocation from the Private Activity Bond allocation pool through the state Bond Advisor's

Office is necessary if a federal income tax exemption of interest earned is allowed on private activity bonds.

3. General Obligation Limited Tax Bonds (GOLTBs)

(Art. 10, § 35, Okla. Const.)

For more information, contact the Oklahoma Department of Commerce at (405) 815-5359 or don_hackler@odoc.state.ok.us.

Many Oklahoma counties and cities have approved the issuance of General Obligation Limited Tax Bonds for industrial development projects. Generally, these “revenue bonds” are issued in association with a particular private activity project. Revenues generated by the project in the form of income are used to retire the bonds. If revenue generated by the project is inadequate to retire the bonds, then a levy will be placed on the property taxes of the jurisdiction in order to retire the bonds. The property tax levy is only used if project generated revenues are inadequate to meet interest and principal payments on the bonds. GOLTBs have been used since the early 1960s to finance a wide variety of economic development projects throughout the state. Information can be obtained from local and county Industrial Development Authorities, County Treasurers, Assessors, and/or the Oklahoma Department of Commerce.

4. Tax Increment Financing (TIF)

(62 O.S. §§ 850 et seq.)

For more information, contact the Oklahoma Department of Commerce at (405) 815-5148 or by email at jonna_kirschner@odoc.state.ok.us.

Cities and counties in Oklahoma may create tax increment districts to provide funding for economic development in distressed areas for up to 25 years. The tax increment is determined in accordance with the following: The base assessed value includes all real and personal property on the tax rolls and assessed as of January 1st of the year during which the district is designated.

Incremental tax dollars are those assessed in excess of the base on the first January 1st after the district has been declared, and continuously until the increment district ceases, less the amount attributable to change in assessment ratio for real and personal property in the county.

Proceeds from tax increment financing may be used in accordance with approved plans for project areas such as facilities, infrastructure, parks, sidewalks, and other public projects.

5. The Oklahoma Local Development and Enterprise Zone Incentive Leverage Act

(62 O.S. § 840 et seq.)

Provides funding for local units of government to match local tax revenue dedicated to support a project located in an enterprise zone, in support of a major tourism destination, or in support of a military growth impact. At a minimum, all projects must meet the following requirements:

- Project must be located entirely within an enterprise zone, in support of a major tourism destination which the local governmental entity determines is likely to significantly benefit contiguous or nearby enterprise census tracts, or in support of a military growth impact;
- No more than ten percent (10%) of the net leasable space may be used for retail purposes, and no state local government matching payment shall be made for project costs in support of any gambling establishment;
- State local government payments cannot be used to supplant local revenue currently being expended within the increment district boundaries;
- Certification that all projects described within the related project plan will generate, in the aggregate, a minimum of either One Million Dollars (\$1,000,000) in payroll, exclusive of payroll for construction, or Five Million Dollars (\$5,000,000) in investment;
- The application must include an estimate of incremental revenues likely to be derived from the project;
- The project must include the commitment of local governmental entity; and
- The project meets the time deadlines set forth in 62 O.S. § 842 (I);
- If the project is in support of a major tourism destination, the application must meet the requirements set forth at 62 O.S. § 842 (B) (3) and (B) (4);
- If the project is a military growth impact project the application must meet the definitions set forth at 62 O.S. § 841(13), (14), and (15) ; and.
- Project can be as the result of the impact of military growth activities if the project area plans to experience a population growth of at least 1,000 persons and increased payrolls of at least \$10,000,000 within 5 years.

6. Sales Tax Financing

(68 O. S. § 1370) (68 O.S. § 2701)

For more information, contact the Oklahoma Department of Commerce at (405) 815-5148 or by email at jonna_kirschner@odoc.state.ok.us.

Oklahoma cities and counties are authorized, upon a vote of the people, to build facilities and provide other economic development benefits for businesses financed by sales tax collections. Some have pooled economic development funds from this method.

7. Private Activity Bond Allocation

(62 O.S. §§ 695. 23 et seq.)

For more information, contact the State Bond Advisor's Office at (405) 602-3100. Private Activity Bonds that render interest payments that are federally tax-exempt, in accordance with the Internal Revenue Code, must receive an allocation from the State Bond Advisor's Office. Public Issuers in Oklahoma may issue Private Activity Bonds up to a federally-established volume cap each year. The state's private activity cap allocation is divided by statute into the following pools:

- Qualified Small Issue Pool;
- Beginning Agricultural Producer Pool;
- Exempt Facility Pool;
- Student Loan Pool;

- Local Issuer Single Family Pool;
- State Issuer Pool;
- Metropolitan Area Housing Pool;
- Rural Area Housing Pool;
- Oklahoma Housing Finance Agency Pool; and
- Economic Development Pool.

On September 2nd of each year, remaining balances in all pools are combined into the Consolidated Pool. Generally, allocations are on a first-come, first-serve basis, with some size limitation.

8. Small Business Linked Deposit Program

(62 O.S. §§ 88.1A et seq.)

For more information and forms, contact the State Treasurer's Office at (405) 522-4221.

The primary purpose of the Small Business Linked Deposit Program is to assist with financing to eligible participants which will directly create new jobs or save existing jobs. It provides below-market interest rates for qualified small businesses and certified industrial parks through local financing sources.

Loans to businesses with less than 200 employees and gross annual sales of less than \$4 million are eligible for up to \$1 million. Industrial parks certified by the Oklahoma Department of Commerce are eligible for up to \$6 million. Loans are for a two-year term and may be renewed for three additional terms in accordance with the guidelines of the State Treasurer's office. The eligible lending institution shall give priority to the economic needs of the area where the business is located especially in Enterprise Zones and Priority Enterprise Zones as designated by the Oklahoma Department of Commerce.

9. Oklahoma Capital Access Program

The Oklahoma Capital Investment Board (OCIB) manages this easy-to-use economic service program that encourages additional business lending activity. It provides a "credit insurance" reserve for Oklahoma banks through a fee matching arrangement for loans enrolled in the program. It gives banks additional resources to finance economic development and community reinvestment activities.

For more information, you can visit OCIBs web page at www.OKIB.org or contact them at (405) 848-9456.

10. Export Finance Program

For more information, contact the Oklahoma Department of Commerce at (405) 815-5213, (800) 879-6552 ext. 5213, or jesse_garcia@okcommerce.gov.

The Oklahoma Department of Commerce works with Oklahoma firms to help them identify financing options for exports. Assistance is available through the Export-Import Bank of the United States (Ex-Im Bank) and through the Small Business Administration (SBA) to facilitate export financing with working capital guarantees, credit insurance, and foreign buyer financing.

11. Small Business Loan Guarantees

(15 U.S.C. § 632 et seq.)

For more information, contact the U.S. Small Business Administration at 1-800-U-ASK-SBA or visit www.sba.gov.

The U.S. Small Business Administration offers numerous loan programs to assist small businesses.

Under the guaranty concept, commercial lenders make and administer the loans. The business applies to a lender for their financing. The lender decides if they will make the loan internally or if the application has some weaknesses that, in their opinion, will require an SBA guaranty. The guaranty that SBA provides the lender gives them the assurance the Government will reimburse the loan, up to a percentage, in the event the borrower defaults.

Although there are fees associated with SBA guaranteed loans, Oklahoma is one of the few states in the country that allows small business owners to claim a tax credit equal to the guaranty fee.

B. Technology Assistance

1. Technology Partnerships

(70 O.S. §§ 3206.3 et seq. and Art 10, §§ 14 and 15 of the Oklahoma Constitution)

For more information, contact the following staff at Oklahoma's universities:

- Steven C. Price, Associate V.P. for Technology Development, Oklahoma State University – Office of Intellectual Property Management at (405) 744-6930 or by email at Steven.Price@okstate.edu.
- Colin M. FitzSimons, Associate V.P. for Technology Development, – University of Oklahoma – Office of Technology Development, at (405) 325-3800 or by email at otd@ou.edu.
- Allen R. Soltow, V.P. for Research, The University of Tulsa at (918) 631-2766 or by email at allen-soltow@utulsa.edu.

Extensive research in information security, laser technology, robotics, biotechnology, food production, materials modification, energy, medicine, meteorology, and aerospace at Oklahoma's universities helps Oklahoma businesses bring innovative products and services to the world marketplace. Constitutional changes and legislation enables a transfer of technologies more readily from universities to the private sector. Applied research on technologies developed by private business may be performed in partnership with research universities. Such institutions may enter into collaborative arrangements with industries that facilitate commercial development. Each university develops its own policies and processes for these activities.

2. i2E - Innovation to Enterprise

(74 O.S. §§ 5060.20 [a] [b])

For more information, contact i2E at (405) 235-2305 or twalker@i2e.org.

i2E works with Oklahoma companies, inventors, researchers, and entrepreneurs to turn technological innovations into exceptional business opportunities for Oklahoma. The organization provides, directly or by referrals, statewide access to the specialized business development services that are required to take new technologies from concept to market. They also work closely with technology development, technology transfer, and economic development professionals in both the public and private sectors to expand the technology base in Oklahoma. i2E also manages the Donald W. Reynolds Governor's Cup Collegiate Business Plan Competition, the SeedStep Angels Group, the Oklahoma Seed Capital Fund, and the Technology Business Finance Program, the state's proof-of-concept-fund.

3. Basic and Applied Research and Technology Programs

(74 O.S. §§ 5060.1 et seq.)

For more information, contact OCAST at (405) 319-8400 or visit www.ocast.ok.gov. The Oklahoma Center for the Advancement of Science and Technology (OCAST) supports basic and applied research and technology programs.

The **Oklahoma Health Research** (OHR) program awards seed funds for one to three year basic research projects related to human health.

The **Oklahoma Plant Sciences Research** (OPSR) program supports basic and applied research in the field of plant sciences by allocating resources according to merit, promoting collaborations, and leveraging federal and private resources.

The **R&D Intern Partnerships** (RDIP) program supports internships between local industries and two and four year colleges and universities.

The **Oklahoma Applied Research Support** (OARS) program funds one to three year research and development projects with significant potential for commercialization. Oklahoma businesses, universities, and nonprofit foundations are eligible to compete for OARS awards.

The **Oklahoma Nanotechnology Applications Project** (ONAP) is designed to enable new and existing applications in nanotechnology.

Small Business Research Assistance assists Oklahoma's small for-profit companies when applying for financial award to the federal Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs.

4. OCAST Commercialization Programs

A. The Oklahoma Seed Capital Fund provides seed and start-up state equity financing to small, technology-based Oklahoma companies.

Additional information can be found at:

[http://www.ok.gov/ocast/Programs/Oklahoma_Seed_Capital_Fund_\(OSCF\)/index.html](http://www.ok.gov/ocast/Programs/Oklahoma_Seed_Capital_Fund_(OSCF)/index.html).

B. The Oklahoma Technology Commercialization Center (OTCC) works with companies, inventors, researchers and entrepreneurs to turn technological innovations into exceptional business opportunities for Oklahoma and expand the state's technology base. Additional information can be found at:

[http://www.ok.gov/ocast/Programs/Oklahoma_Technology_Commercialization_Center_\(OTCC\)/index.html](http://www.ok.gov/ocast/Programs/Oklahoma_Technology_Commercialization_Center_(OTCC)/index.html).

C. The OCAST Technology Business Finance Program provides Oklahoma tech start-up companies with pre-seed financing and early-stage risk capital to stimulate investments from private sources.

Additional information can be found at:

[http://www.ok.gov/ocast/Programs/Technology_Business_Finance_Program_\(TBFP\)/index.html](http://www.ok.gov/ocast/Programs/Technology_Business_Finance_Program_(TBFP)/index.html).

C. Venture Capital

1. Oklahoma Capital Investment Board

(74 O.S. § 5085.1)

Contact the Oklahoma Capital Investment Board at (405) 848-9456 for further information.

Created in 1993, the Oklahoma Capital Investment Board's (OCIB) **Venture Investment Program** supports the funding of venture capital pools that meet the investment and strategic objectives of the Board. Through its venture capital program, OCIB facilitates investment in venture capital companies that focus on investing in quality Oklahoma companies.

Through fiscal year 2011 the Board has extended \$43.6 million in aggregate commitments to nine funds in its new portfolio. This brings the Board's total committed amount to \$69.5 million in nineteen funds. Four of the Board's recent commitments are headquartered in Oklahoma.

A. Closed Venture Investment Program commitments as of 6/30/11 include:

1. Portfolio III

- **Acorn Growth Capital Fund III.** A \$1 million commitment in a \$6.1 million fund focused on aerospace and defense composites manufacturing.
- **OCAST Seed Fund I.** A \$1 million commitment in a \$7.2 million fund focused on seed-stage opportunities.
- **Oklahoma Life Science Fund II.** A \$1.75 million dollar commitment in a \$10 million dollar fund focused on seed and early-stage biotech companies.
- **Mesa Oklahoma Growth Fund I.** A \$3 million dollar commitment in a \$12 million dollar fund focused on emerging growth companies in Oklahoma.
- **Prolog Capital II.** A \$5 million dollar commitment in a \$65 million dollar fund focused on early-stage biotech companies.
- **Blue Sage Capital.** A \$2 million dollar commitment in a \$160 million dollar fund focused on small to middle market growth oriented companies.
- **Oklahoma Equity Partners.** A \$7.5 million dollar commitment in a \$20 million dollar opportunistic fund that is solely focused on Oklahoma companies.
- **SSM Venture Associates III.** A \$7.5 million dollar commitment in a \$56 million dollar fund balanced between early, expansion, and later-stage technology and non-technology companies.
- **Emergent Technologies – Oklahoma.** A \$1 million dollar commitment in a seed-stage fund focused on advanced biotechnologies.
- **Tullis-Dickerson Health Partners III.** A \$7.5 million dollar commitment in a \$122 million dollar early-stage partnership focused on healthcare companies.
- **Dolphin Communications Fund II.** A \$6 million dollar commitment in a \$147 million dollar early to expansion-stage partnership that focuses on communications companies.

2. Portfolio II

- **Rocky Mountain Mezzanine Fund II.** A \$3 million dollar commitment in a \$120 million dollar leveraged fund, which provides growth capital to established firms.
- **Richland Ventures II.** A \$1 million dollar commitment in an \$83 million dollar follow-on fund to Richland Ventures.
- **Pacesetter Growth Fund.** A \$3.5 million dollar commitment in a \$41 million dollar later-stage venture partnership that focuses on firms owned or led by minority entrepreneurs.
- **Davis, Tuttle Venture Partners.** A \$5 million dollar commitment in a \$43 million dollar high-growth, basic industries venture fund.

3. Portfolio I

- **Chisholm Private Capital Partners.** A \$3.4 million dollar commitment to a group with a \$13.3 million dollar aggregate commitment and a wide-ranging appetite.
- **Intersouth Partners III.** A \$4 million dollar commitment in a \$26 million dollar early-stage, technology fund.
- **Richland Ventures.** A \$4 million dollar commitment in a \$50 million dollar later-stage, service industry venture partnership.
- **Ventures Medical II.** A \$2 million dollar commitment in a \$14 million dollar early-stage, bio-medical fund.

2. Oklahoma Capital Access Program

Contact the Oklahoma Capital Investment Board at (405) 848-9456 for further information.

The Oklahoma Capital Investment Board manages this easy to use economic service that encourages additional business lending activity. It provides a "credit insurance" reserve for Oklahoma banks through a fee matching arrangement for loans enrolled in the program. It gives banks additional resources to finance economic development and community reinvestment activities. To date, the Board has enrolled in excess of \$47.5 million dollars in Oklahoma loans in the program.

D. Quality Jobs Investment Program

(74 O.S. § 5062.8A)

For more information, contact the Oklahoma Development Finance Authority at (405) 842-1145.

The Quality Jobs Investment Program encourages the growth of equity and near equity-capital (e.g. warrants or convertible subordinated debt) for Oklahoma businesses. Under the program, the Oklahoma Development Finance Authority can match dollar for dollar an investment enterprise's private capital for helping new and expanding businesses. An investment enterprise includes any corporation, limited partnership, or

similar business entity, including entities qualifying as Small Business Investment Companies under applicable federal law. The primary function of the Quality Jobs

Investment Program is to use private and public resources to build a more comprehensive and efficient financing infrastructure for businesses expanding or relocating in the state of Oklahoma.

E. Infrastructure

1. Community Development Block Grants (CDBG)

For more information, contact Scott Myers at the Oklahoma Department of Commerce, Office of Community Development, at (405) 815-5356.

Non-entitlement cities, towns, and counties may apply for grants toward the creation of jobs for targeted income groups. Local units of government apply to the Oklahoma Department of Commerce on behalf of a business. The use of the CDBG resources is for the development of publicly owned infrastructure that is directly related to the business location or expansion. Projects financed through CDBG must create one new job for each \$35,000 of investment by CDBG. Local infrastructure projects may be funded up to a maximum of \$500,000 that supports an existing Oklahoma business or \$1,000,000 that supports a new business moving to the State.

2. Community Development Block Grant – Economic Development Infrastructure Financing (CDBG-EDIF)

The Community Development Block Grant – Economic Development Infrastructure Financing (CDBG-EDIF) program provides financing for the development of publicly owned infrastructure to support a business' job creating efforts. The program can provide grant financing to a city, town, or county to a maximum of \$1,000,000 to support new companies to the State, or a maximum of \$500,000 to support the growth of an existing business in Oklahoma. Grant maximums are based upon job creation forecasts, wages to be paid the new employment positions, and other evaluation criteria set out in the CDBG-EDIF application guide available online at http://www.okcommerce.gov/Libraries/Documents/2011-CDBG-EDIF-Guidelines-Appl_2736.pdf or by calling Scott Myers at (405) 815-5356.

F. Workforce Assistance

1. Advanced Degree Programs

For more information, contact Tony Hutchison, Vice Chancellor of Workforce & Economic Development and Strategic Planning & Analysis, Oklahoma State Regents for Higher Education, at (405) 225-9100.

Oklahoma's Higher Education system includes 25 colleges and universities. Associate, bachelor, and advanced degree programs are tailored on an ongoing basis to respond to business and industry needs. In addition, Oklahoma colleges and universities have established numerous alliances and partnerships with business and industry to ensure that Oklahoma graduates are prepared to compete in today's job market. New funds

provide universities within Oklahoma's higher education system opportunities to develop programs for workforce training for fast-changing, high paying job fields, to build expertise in targeted knowledge-based industries and to transfer research to the marketplace.

2. Job Matching and Job Search Assistance

For more information, contact the Oklahoma Employment Security Commission at (405) 557-7149.

The Oklahoma Employment Security Commission (OESC) provides computerized and customized assistance to serve the needs of employers and job seekers. There is no cost to businesses for screening and referrals of qualified job applicants by job service specialists.

If your business is new to Oklahoma, considering Oklahoma, or expanding in Oklahoma, you will want to contact your nearest Workforce Center for assistance in hiring new people, tax credit programs, assessment, training and education, unemployment insurance, etc. The toll-free phone number to locate the nearest center is 1-888-980-WORK or log on to <http://www.workforceok.org/>.

3. Workforce Investment Act Programs

To find out more about these programs, contact your local Workforce Oklahoma Center. You can find the center nearest you by calling 1-888-980-WORK.

The workforce investment act provides training and supportive services to individuals, as well as specific services, to business such as customized training, on the job training, and in some cases incumbent worker training.

4. Governor's Council for Workforce and Economic Development

For more information, contact Terry Watson of the Oklahoma Department of Commerce, Workforce Solutions, at (405) 815-5206 or terry_watson@odoc.state.ok.us, or log on to <http://www.okcommerce.gov/council>.

The purpose of the Governor's Council is to align the delivery of employment, training, and education programs with the economic development goals of the state.

The Governor's Council has a master plan for talent development for the state and from that plan makes recommendations to the Governor and legislature. The plan is intended to be demand-driven to meet the talent and skill needs of Oklahoma employers and Oklahoma's key industry sectors. The Council is a public/private partnership and consists of business and key government agencies that represent Oklahoma's workforce and economic development entities.

In addition to a talent development strategy, the Council produces related industry sector reports, labor market studies, employer survey data, the Oklahoma report card, and other related information. The Council also sponsors initiatives such as [okcareerplanner.com](http://www.okcareerplanner.com), a comprehensive career management virtual site located at <http://www.okcareerplanner.com>, the Career Readiness Certificate program, and the

Oklahoma Certified Work Ready Communities program at <http://www.okcareertech.org/cac/workkeys/index.htm>.

Oklahoma has eleven Workforce Investment Areas, each with a local workforce board made up of business and state agency representatives to oversee the Workforce efforts in their areas, ensuring that the local needs of business and job seekers are met.

For additional information, please visit www.okcommerce.gov/governors-council or <http://www.okcommerce.gov/community-resources/work-ready-communities>.

5. Partial Unemployment Benefits Program

(OESC rule 240:10-3-24)

For more information, contact the Oklahoma Employment Security Commission at (405) 962-7584.

Oklahoma allows payments of partial benefits for a reduced workweek in order to retain workers until they return to full time.

6. Employee Training

A. Training for Industry Program (TIP)

The American dream is alive and well in Oklahoma, as companies secure their future with a talented, skilled and productive workforce. Whether a new or an expanding company in Oklahoma, the nationally acclaimed Training for Industry Program (TIP) can help a company create the trained workforce it needs in order to be productive from the start. And best of all – it's low or in some cases, at no cost to the company.

In existence since 1968, TIP has served thousands of companies. From manufacturing to warehouse and distribution centers, business services to aviation, biotech to food processing, CareerTech has the experience and expertise to build a skilled workforce. Totally customized and extremely flexible, TIP is delivered through Oklahoma's *CareerTech* System with 29 state-of-the-art technology centers with 58 locations across the state. The application process is very simple, has no cost and is quick to complete, especially with the free assistance of the Business and Industry Services staff at the local CareerTech center.

Beyond start-up, CareerTech's technology centers provide ongoing, customized training for existing employees at significant cost savings. Each year thousands of Oklahoma companies keep their employees on the leading edge by taking advantage of programs like Customized Business and Industry Training, Existing Industry Training, Management and Organization Development, Career Development for Adults, and the award-winning Safety Training.

Whether using TIP or any of the programs for existing industry, there is expertise in a wide variety of disciplines, including:

- ☒ software skills training
- ☒ inventory management
- ☒ customer service

- ☑ safety training
- ☑ industrial maintenance
- ☑ ISO certification and maintenance
- ☑ SPC
- ☑ Lean
- ☑ Six Sigma
- ☑ team building
- ☑ front-line supervisor skills
- ☑ blueprint reading
- ☑ and far more

B. Existing Industry Initiative (EII)

CareerTech's Existing Industry Initiative is an economic development tool that helps Oklahoma companies remain at the cutting edge by helping to defray the cost for upgrade training needed for their existing workforce.

With qualification requirements similar to the TIP program, companies work with their local CareerTech to determine if they are qualified for EII funds to be leveraged in order to support their training goals. Training is, traditionally, company-focused and operates on a fast-track schedule.

For more information and to begin the process of leveraging our assets to grow your company, contact Scott Smith with the Oklahoma Department of Career and Technical Education (CareerTech) at (405) 815-5110 or scott_smith@okcommerce.gov.

Additional information can also be obtained by going on-line to www.okcareertech.org or by calling CareerTech direct at (405) 377-2000.

G. Economic Development

1. The EDGE Fund

The **EDGE** Fund (Economic Development Generating Excellence Fund) is an important resource in growing our state's bioscience and technology industries.

<http://www.ok.gov/edge/>.

2. Purpose of EDGE

The mission of the EDGE Policy Board is to bolster Oklahoma's long-term economic growth by investing the earnings from the EDGE endowment in the state's knowledge infrastructure. Technology-based research and development, commercialization of technology and entrepreneurial business successes attract capital, create more high-paying jobs, expand and diversify the state's economy, and provide greater prosperity for Oklahomans now and in the future.

Investments from the EDGE Fund are directed toward:

- Expanding directly the number of researchers, technicians, support services and associated activity within Oklahoma
- Increasing the formation and growth of advanced technology companies in Oklahoma
- Leveraging additional federal research grants and/or privately funded research into Oklahoma research institutions
- Improving the health status and quality of life for Oklahoma

The EDGE Fund is uniquely designed to strengthen Oklahoma's technology-based economy and to attract federal funds (Title 62 O.S. Supp. 2007 §47 and §52). Because of these distinctive characteristics, the EDGE Fund:

1. Makes multi-million dollar investments into competitively selected technology-based research and development projects;
2. Directs investments toward the applied research needs that are requested by Oklahoma business sectors;
3. Uses a variety of different funding instruments to maximize the economic returns to Oklahoma citizens (grants, contracts, gifts, loans, partnerships) depending upon the best investment strategies;
4. Gives stated preference to collaborative proposals that involve researchers from multiple institutions and active businesses partners;
5. Manages the investment decision-making process to bring together the most powerful combinations of researchers and businesses; and
6. Spends public money for the specific purpose of increasing the state's institutional research and development capacity.

Applicants eligible to receive EDGE funding are:

- (a) Private or public Oklahoma institutions of higher education,
- (b) Non-profit Oklahoma research foundations and organizations, and
- (c) Oklahoma for-profit enterprises.

VII. Organizational Costs and Taxes

A. Oklahoma Business Organizational Costs

For more information, please refer to the Oklahoma Secretary of State website at www.sos.ok.gov or call (405) 521-3912.

1. Domestic Corporations

(18 O.S. §§ 1001 et seq.)

Corporations organized in Oklahoma must file a Certificate of Incorporation with the Secretary of State. A filing fee of one-tenth of 1% per total authorized capital stock is required. The minimum filing fee is \$50.00. The filing fee for a not for profit Oklahoma corporation is \$25.00.

Corporations may check on the availability of a name by contacting the Secretary of State's office. A name may be reserved for a period of 60 days by filing an application for Reservation of Name with the Secretary of State and paying a fee of \$10.00.

Corporations must maintain a registered office and registered agent whose address is identical to the registered office address. The registered agent may be an individual, the domestic corporation itself, a domestic or qualified foreign corporation, limited liability company, or limited partnership.

2. Foreign Corporations

(18 O.S. §§ 1130, 1131, 1135)

Generally, in order to qualify to do business in Oklahoma, a foreign corporation must file a signed Certificate of Qualification with the Secretary of State. Also, a certificate issued by an authorized office of the jurisdiction of its incorporation evidencing its corporate existence must be filed with the Secretary of State. If the certificate is in a foreign language, a translation must be attached.

A filing fee of \$1 per \$1,000 on the total authorized capital or on the amount of capital to be invested in Oklahoma during the current fiscal year is required for profit corporations. If the invested capital is more than the total authorized capital, corporations pay only on that authorized. The minimum filing fee is \$300.00. The filing fee for a not for profit corporation is \$300.00.

Oklahoma law requires the Secretary of State to be the primary registered agent for foreign corporations. An additional agent may be appointed for service of process. The additional agent must be either an individual residing in Oklahoma when appointed or a corporation, limited liability company, or limited partnership authorized to transact business in this state.

A registered agent fee in the amount of \$100 per year is payable upon qualification and July 1st of each subsequent year. The registered agent fee MUST be made payable

and MAILED to the Oklahoma Tax Commission, 2501 N. Lincoln Blvd., Oklahoma City, Ok 73194 (18 O.S., Section 1142).

3. Limited Liability Companies (LLCs)

(18 O.S. §§ 2000 et seq.)

A limited liability company may be formed under this act for the purpose of carrying on any lawful business, purpose of activity, whether or not for profit, except that a limited liability company may not conduct business as a domestic insurer. One or more persons may form an LLC by filing Articles of Organization with the Secretary of State. A filing fee of \$100 is required. LLCs must maintain a principal office wherever located, and a registered agent with a registered office with an Oklahoma address.

4. Foreign Limited Liability Companies

(18 O.S. 2043, 2045, 2048)

Foreign LLCs may register with the Secretary of State by filing an application for registration and paying a filing fee of \$300. The application for registration must be accompanied by a certificate from the certifying officer of the jurisdiction of the foreign limited liability company's organization attesting to the foreign limited liability company's organization under the laws of such jurisdiction.

For a domestic or foreign limited liability company for which the Secretary of State acts as the registered agent, a \$40 fee shall be paid on the first day of July each year.

5. Limited Liability Partnerships (LLPs)

(54 O.S. §§ 1-1001 et seq.)

Oklahoma has provisions for Partnerships and for Limited Liability Partnerships by filing a Statement of Qualification with the Secretary of State. Filing fees vary but do not exceed \$100.

6. Business Licenses

(74 O.S. § 5058.4)

The Oklahoma Department of Commerce assists businesses in identifying state licenses, permits, and registrations needed for establishing or engaging in business in Oklahoma. Where feasible, staff will respond to questions about local and federal requirements. Information and assistance can be found at <http://www.okcommerce.gov/licensing>. The services are optional as any person may deal directly with the issuing agency.

B. Major Business Taxes and Premiums

| Oklahoma Tax Tables for tax year 2011 (68 O.S. § 2355) | | | | | | | | | |
|---|--------|--------|-------|--------|---|-------|--------|-------|-------|
| <i>Married Joint, Head of Household & Surviving Spouse Filers</i> | | | | | <i>Single & Married Separate Filers</i> | | | | |
| Taxable income | | Pay | plus | over | Taxable income | | Pay | plus | over |
| 0 | 2,000 | 0.00 | 0.50% | 0.00 | 0 | 1000 | 0.00 | 0.50% | 0.00 |
| 2,000 | 5,000 | 10.00 | 1.00% | 2,000 | 1,000 | 2,500 | 5.00 | 1.00% | 1,000 |
| 5,000 | 7,500 | 40.00 | 2.00% | 5,000 | 2,500 | 3,750 | 20.00 | 2.00% | 2,500 |
| 7,500 | 9,800 | 90.00 | 3.00% | 7,500 | 3,750 | 4,900 | 45.00 | 3.00% | 3,750 |
| 9,800 | 12,200 | 159.00 | 4.00% | 9,800 | 4,900 | 7,200 | 79.50 | 4.00% | 4,900 |
| 12,200 | 15,000 | 255.00 | 5.00% | 12,200 | 7,200 | 8,700 | 171.50 | 5.00% | 7,200 |
| | and | | | | | and | | | |
| 15,000 | above | 395.00 | 5.50% | 15,000 | 8,700 | above | 246.50 | 5.50% | 8,700 |

1. Individual State Income Tax

(68 O.S. §§ 2355, 2358)

For more information, contact the Oklahoma Tax Commission, Taxpayer Assistance Division at (405) 521-3160.

Generally, Oklahoma taxable income is initially defined by Internal Revenue Code, and applies to income resulting from property owned and business done in Oklahoma. The tax table above is for individual state income tax for the 2009 tax year.

2. Corporate State Income Tax

Rate: The portion of corporate income earned in Oklahoma and therefore subject to the 6% tax is based on a three-factor formula.

Corporate Sales Factor: Total sales attributed to Oklahoma divided by sales everywhere.

Property Factor: Taxpayer's average value of property (real and tangible personal property) owned or rented and used in Oklahoma divided by the average value of property (real and tangible personal property) used everywhere during the tax period. Property is valued at its original cost. Rented property is valued at eight times the net annual rate.

Payroll Factor: Compensation for services rendered (less officer's compensation) in Oklahoma divided by compensation for services rendered (less officer's compensation) everywhere.

- Double emphasis is placed on the sales factor for capital intensive firms of \$200 million investment in a single project (must be completed within 3 years).
- Oklahoma wishes to tax only the income attributable to the Oklahoma operation. If the apportionment of business income of the enterprise by the Three Factor formula does not give a fair reflection of the taxpayers' activity in the state, with the Oklahoma Tax Commission approval, alternate methods may be used.

- Net operating losses may be carried forward 15 years and may be carried back two years for most companies.
- Corporate Income Tax returns are due by March 15th or by the 15th day of the third month after the end of the taxable year.
- Oklahoma recognizes an automatic extension granted by the Internal Revenue Service. A copy of that extension request should be attached to the Oklahoma return. A taxpayer may request original or additional extension on form 504. A corporation may request an extension of up to one month in excess of the federal extension.
- Generally, tax estimate payments are due quarterly or as specified on vouchers: April 15th, June 15th, September 15th, and January 15th; however, if the tax return is filed and payment made by January 31st, the January 15th payment does not have to be made.
- Taxpayers with Oklahoma taxable income of at least \$1 million in one of three preceding years may annualize estimates as is allowed in the Internal Revenue Code on federal taxable income.

Withholding reports from businesses are due weekly, monthly (large companies), or quarterly (small companies). Every employer owing an average of \$100,000 or more per month shall make deposits semi-weekly in accordance with federal schedules. Employers owing an average of \$10,000 but less than \$500 must pay monthly; less than \$500 pays quarterly.

3. General Property (Ad Valorem) Tax

(68 O.S. § 2801 et seq.)

Property tax rates in Oklahoma are among the lowest in the United States. The tax is collected by county governments. There is no state property tax. The average effective tax rate for locally assessed property is about 1% of the value of the property. The average effective tax rate is determined by the amount of tax divided by the market value. Property taxes are stable in Oklahoma. In 1996, Oklahoma limited the amount of fair cash value that can be increased from year to year to 5%. Transfers or improvements, however, are assessed at market value the following January 1st.

About two-thirds of the property tax is used for the support of local schools, with lesser portions going to county government, cities, career technical schools, junior colleges, health departments, libraries, and emergency medical service districts. Inventories are valued according to the average amount on hand during the preceding year, or the average amount on hand during such part of the preceding year the inventory was at its January 1st location. The assessment procedure involves:

- A determination of location and the fair cash value.
- The application of a uniform assessment percentage to determine the assessed value.
- The application of the total mill levy by all eligible local taxing units, applicable to all property at its location to determine the amount of tax.

Example:

\$100,000 Property Value
X 11% Assessment
= \$11,000 Assessed

\$11,000 Assessed Value
X 0.08 Mileage Rate (\$0.08 x \$11,000)
= \$880 Tax Due

The Constitution of the state of Oklahoma requires uniform methods of determining fair cash value and requires the County Assessor to apply the same percentage of assessment to all like property in the county to determine assessed values. All real and personal property in the state is required to be valued annually inspected at least once every four years.

The percentage of assessment, which a County Assessor may select and apply to all real property in the county, must be at least 11% and not more than 13.5%. Personal property must be assessed at not less than 10% and not more than 15%. An in-lieu vehicle stamp tax on aircraft, new vehicles, automobiles, trucks, manufactured homes, travel trailers, motor homes, boats and boat motors exempts dealers' inventories and certain farm equipment from the personal property tax (68 O.S. § 2805).

Property taxes are due and payable on November 1st. If one-half of the tax is paid on or before January 1st, the remaining one half may be paid any time until April 1st without accruing interest. Mortgagees paying taxes on behalf of mortgagors must pay the entire tax no later than December 31st. Unless one-half of the taxes so levied has been paid before the first day of January, the entire tax levy for such fiscal year shall become delinquent on that date. The first half of the taxes levied upon an ad valorem basis for any such fiscal year have been paid before the first day of January, the second half shall be paid before the first day of April thereafter and if not paid, shall become delinquent on that date. (Ref: 68 O.S. Sec. 2913)

Taxable personal property, including business inventory, must be listed with the County Assessor on or before March 15th of each year. Exemption applications from real, personal and inventory property tax must also be filed by this date.

4. Unemployment Compensation Tax

(40 O.S. §§ 1-101 to 9-104)

For more information and changes, contact the rate department at the Oklahoma Employment Security Commission at (405) 557-7141.

Oklahoma statutes set out the methods for figuring amounts of contributions to be paid to the Unemployment Compensation Fund by employers.

Employer contribution rates are recalculated annually. By September 30th of each year, the Oklahoma Employment Security Commission (OESC) notifies every employer of its contribution rate for the next calendar year. The rate will remain the same for the entire calendar year if there are no changes in the status of the account. The employer can file a written request for review of its rate within 20 days of mailing of the notification. A Commission review order may be appealed to District Court.

A new employer with no unemployment insurance experience shall pay contributions at a rate of 1.0% of taxable wages for the calendar year 2010. The new employer rate can change annually, and it is based on an average of all contribution rates of state employers, with the minimum new employer rate being 1%.

Generally, each employer with two or more years of experience is assigned an earned rate. The earned rate is based on the employer's experience by calculating a benefit wage ratio and two statewide factors known as the state experience factor and the conditional factor.

The benefit wage ratio is a ratio of the benefit wage charges made against an employer account divided by the employer's taxable payroll for the preceding three years on which taxes have been paid by July 31st of the calendar year immediately preceding the year for which the contribution rate is being calculated. The state experience factor is the ratio of the total unemployment benefits paid in Oklahoma to the total benefit wages of all employers in the state for the preceding calendar year. The conditional factor is the ratio of the five-year average of total unemployment benefits paid in Oklahoma to the Trust Fund balance for the state.

There are tables found at 40 O.S. § 3-109 that list a range of state experience factors next to a range of possible employer's benefit wage ratios. Once the benefit wage ratio, the state experience factor, and the conditional factor are calculated, an employer's earned rate can be determined if the fund is in "no condition" by consulting the table. If the fund is in conditions A, B, C, or D, the corresponding increase in rates can be found in 40 O.S. § 3-113.

The taxable wage base is determined as a percentage of the state's average annual wage. This figure changes annually and represents the amount of wages that are to be taxed per employee. In the year 2010, the taxable wage base is \$14,900. Each employer is to report all wages on its quarterly report forms, but taxes are paid at the assigned rate only up to the amount of the taxable wage base on each employee.

A successor or acquiring employer is one that meets the terms of 40 O.S. § 3-111 and regulations of the OESC. To become a successor, an employer or business entity must substantially acquire all of the trade, employees, organization, business or assets of any employer and continue the operations of that predecessor employer as an ongoing business. If this occurs, the successor shall acquire the rating account of the predecessor employer, including the predecessor's actual contribution and benefit experience, annual payrolls, and contribution rate.

5. Oklahoma Business Activity Tax

(68 O.S. §§ 1215 et seq.)

A. The purpose of the Oklahoma Business Activity Tax Code to establish a revenue-neutral mechanism to provide a more fair and simplified taxation of businesses and individuals in this state while maintaining revenue levels for support of general governmental functions of the State of Oklahoma.

B. All monies collected pursuant to the provisions of subsection A of Section 5 of this act shall be apportioned and distributed monthly in the same manner as provided in paragraph 1 of Section 2352 of Title 68 of the Oklahoma Statutes.

C. All monies collected pursuant to the provisions of subsections B and C of Section 5 of this act shall be transmitted monthly to the State Treasurer of the State of Oklahoma

to be placed to the credit of the General Revenue Fund of the state, to be paid out only pursuant to direct appropriations of the Legislature.

For taxable years beginning on or after January 1, 2010 and ending on or before December 31, 2012, there shall be allowed a credit against the tax levied by Section 2355 of Title 68 of the Oklahoma Statutes in the amount of Twenty-five Dollars (\$25.00) of the Oklahoma Business Activity Tax paid; provided, no credit shall be allowed for any amount of tax paid pursuant to subsection C of Section 5 of this act. The credit may only be taken for the year in which the Business Activity Tax is levied and may only be taken if the Business Activity Tax is timely paid. The credit shall not be refundable and shall not carry forward.

6. Workers' Compensation Insurance

Workers' compensation and tort reforms were enacted during the 2011 legislative session to spur economic development and increase competition, including within the insurance industry. Oklahoma's workplace future is bright as workers' compensation reforms improve the system for all parties by providing protections employers need while ensuring that claimants more readily receive the care and benefits they deserve. Policy discounts are available to firms participating in the Workers' Compensation Premium Reduction program at the Oklahoma Department of Labor. Discounts may also be available to certain employers that use the services of certified workplace medical plans. Additional information can be found at the Oklahoma Insurance Department's website at www.oid.ok.gov and the Department of Labor's website at www.ok.gov/odol.

7. Retail Sales and Use Tax

(68 O.S. §§ 1350 et seq. and 1401 et seq.)

Base Sales Tax: Gross proceeds or gross receipts from sales of tangible personal property and a few enumerated services to consumers or users.

Use Tax: Purchase price of tangible personal property purchased outside the state of Oklahoma for use and/or consumption within the state by the purchaser.

Rate: A 4.5% sales tax and use tax is levied by the state. Municipalities may levy an additional city sales tax by vote of the people. Counties may levy a county sales tax not to exceed 2% after voter approval. The governing body of a municipality or county levying a sales tax may also levy use tax at a rate that does not exceed the sales tax rate on tangible personal property purchased that is brought into the municipality or county.

For vendors with an average tax due of \$2,500 per month, sales tax reports are due the 20th day of the month for sales during the first half of the month. For sales occurring during the second half of the month, sales tax reports are due on the 20th of the month following the sales – reports are delinquent if not received on that date. Except for vendors of certain building materials, vendors who reported an average of \$2,500 per month in the prior fiscal year must participate in the Oklahoma Tax Commission's electronic funds transfer and electronic data interchange program. If good faith payments are made, as described in section 365 of Title 68, a taxpayer is considered to be in compliance. Direct pay permits may be obtained by those making purchases in

excess of \$800,000 annually. Oklahoma has signed the Streamlined Sales and Use Tax Administration Agreement.

XIII. Appendix

A. Overview

1. Incentive Overview Chart

For manufacturers and certain types of service companies (research, development, and computer services), Oklahoma offers two options. Companies may choose either the Quality Jobs cash-back program, or the Investment or New Jobs income tax credit package. For manufacturers that invest over \$40 million, both incentives may be available. **Tax credits accrue and may begin to be claimed on July 1, 2012.** For more information see <http://www.tax.ok.gov/rules/ER-50-15-7.pdf> on the Oklahoma Tax Commission website.

In 2009, Oklahoma added the 21st Century Quality Jobs cash-back program to attract growth industries with a highly compensated workforce. PrimeWIN rewards federal prime contractors who subcontract work to Oklahoma companies.

Ad valorem exemptions are available for capital investments made by certain types of companies provided that qualified investment exceeds \$250,000 within the calendar year, and the company complies with certain payroll thresholds; qualifications are sometimes industry specific.

The package may include a refund of sales taxes paid for construction materials by manufacturers. Effective July 1, 2011, incentives are also available to aerospace companies which hire engineers depending on the date of hire. For most service companies, the cash-back program is the primary incentive. Training costs are generally covered for industries making a significant contribution to the number and quality of Oklahoma jobs. Pooled financing may be accessed by local governments in conjunction with a for-profit entity.

| <i>14 Benefits you should review for:</i> | 1. Cash Payments Quality Jobs Page 3 | 2. High Impact Cash Payments Page 3 | 3. Small Employer Cash Payments Quality Jobs Page 4 | 4. Investment New Jobs Income Tax Credit Page 12 | 5. Sales Tax Refunds Page 22 | 6. Ad Valorem Exemptions Page 9 | 7. Training for Industry "TIP" Page 9 | 8. Inventory Tax Exemption Freeport Page 12 | 9. Sales Exemptions Page 22 | 10. Computer R&D Jobs Page 17 | 11. Cash Payment 21st Century Jobs Page 16 | 12. Prime Win Page 15 | 13. Aerospace Engineer Page 17 | 14. Pooled Finance Page 25 |
|---|---|---|---|---|---|--|---|---|--|--|--|-------------------------------------|--|---|
| Large Manufacturers \$2.5 Million New Payroll | <input checked="" type="checkbox"/> Unless Taking #4, 5 or 14 | | | <input checked="" type="checkbox"/> Unless Taking #1, 12 or 14 | <input checked="" type="checkbox"/> Unless Taking #1 or 12 | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> If Aerospace Company | <input checked="" type="checkbox"/> Unless Taking #1, 4 or 12 |
| Medium-Size Manufacturers \$1 Million New Payroll | | <input checked="" type="checkbox"/> Unless Taking #5 or 14 | | <input checked="" type="checkbox"/> Unless Taking #2, 12 or 14 | <input checked="" type="checkbox"/> Unless Taking #2 or 12 | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | | <input checked="" type="checkbox"/> | | <input checked="" type="checkbox"/> If Aerospace Company | <input checked="" type="checkbox"/> Unless Taking #2, 4 or 12 |
| Small Business-Manufacturers 90 or less employees at application | | | <input checked="" type="checkbox"/> Unless Qualifying for #1 or 2 | <input checked="" type="checkbox"/> Unless Taking #3, 12 or 14 | | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | | <input checked="" type="checkbox"/> | | <input checked="" type="checkbox"/> If Aerospace Company | <input checked="" type="checkbox"/> Unless Taking #3, 4 or 12 |
| Aircraft Maintenance | <input checked="" type="checkbox"/> Unless Taking #2, 3, 4, 5 or 14 | <input checked="" type="checkbox"/> Unless Taking #1, 3, 4, 5 or 14 | <input checked="" type="checkbox"/> Unless Qualifying for #1 or 2 | <input checked="" type="checkbox"/> Unless Taking #1, 2, 3 or 12 | <input checked="" type="checkbox"/> Unless Taking #1, 2, 3 or 12 | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | Repair Parts | | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> Unless Taking #1, 2, 3, 4 or 12 |
| Computer Services or Data Processing | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> Unless Qualifying for #1 | <input checked="" type="checkbox"/> Unless Qualifying for #1 or 2 | | <input checked="" type="checkbox"/> Unless Taking #1, 2, 3 or 12 | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> Unless Taking #1, 2 or 3 | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> If Aerospace Company | <input checked="" type="checkbox"/> Unless Taking #1, 2, 3 or 12 |
| Research and Development | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> Unless Qualifying for #1 | <input checked="" type="checkbox"/> Unless Qualifying for #1 or 2 | | <input checked="" type="checkbox"/> Unless Taking #1, 2 or 3 | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | Repair Parts | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> If Aerospace Company | <input checked="" type="checkbox"/> Unless Taking #1, 2, 3 or 12 |
| Large Service Companies \$2.5 Million New Payroll | <input checked="" type="checkbox"/> | | | | | | <input checked="" type="checkbox"/> | | | | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> If Aerospace Company | <input checked="" type="checkbox"/> Unless Taking #1 or 12 |
| Small Business Service Companies | | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> Unless Qualifying for #1 or 2 | | | | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | | | <input checked="" type="checkbox"/> | | <input checked="" type="checkbox"/> If Aerospace Company | <input checked="" type="checkbox"/> Unless Taking #1, 3 or 12 |
| Businesses Average Wage over \$94,418 | <input checked="" type="checkbox"/> Unless Taking #11 or 14 | | | <input checked="" type="checkbox"/> If Manufacturer-Unless Taking 1, 12 or 14 | <input checked="" type="checkbox"/> If Manufacturer -Unless Taking #1 or 12 | <input checked="" type="checkbox"/> If Manufacturing | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> If Manufacturing | | <input checked="" type="checkbox"/> | | <input checked="" type="checkbox"/> If Aerospace Company | <input checked="" type="checkbox"/> Unless Taking #1, 4 or 12 |
| Large Manufacturers \$40 Million Investment Average Wage=\$37,856 | <input checked="" type="checkbox"/> Unless Taking #14 | | | <input checked="" type="checkbox"/> Unless Taking #14 | <input checked="" type="checkbox"/> Unless Taking #1 | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> If Aerospace Company | <input checked="" type="checkbox"/> Unless Taking #1, 4 or 12 |

2. Business Incentive Analysis Examples

Example A – Small Manufacturer (NAICS 332) • \$50 million investment 200 jobs – Salary \$35K/year

| | | Expected Length |
|--|---------------------------------|-----------------|
| 1a Quality Jobs | \$3,500,000 (in 5% area) | 10 years |
| | \$2,948,760 (not in 5% area) | 10 years |
| 1b Alternative to Quality Jobs | | |
| Investment/Jobs Tax Credit | \$4,750,000 | 5 years |
| (Tax Credits Accrue and may begin to be claimed July 1, 2012.) | | |
| Sales Tax Reimbursements on Construction Materials | \$347,700 | One-Time |
| 2 Five-Year Property Tax Exemption | \$2,093,369 | 5 years |
| 3 Freeport Tax Exemption | \$57,670 | Annual |
| 4 Sales Tax Exemption on Machinery and Equipment | \$3,477,000 | One-Time |
| 5 Sales Tax Exemption on Goods Consumed in Mfg. Process | \$1,762,902 | Annual |
| 6 Sales Tax Exemption on Energy Use in Mfg. Process | \$63,194 | Annual |
| Estimated Total Value of Incentives Over 10 Years | | |
| *With 1a, Quality Jobs Cash Incentive | \$27,908,031 (assuming 5% area) | |
| *With 1b, Investment Tax Credit Package | \$29,505,731 | |

Example B - Data Center: (NAICS 518210) • \$100 million investment 50 jobs - Salary \$75k/year

| | | Expected Length |
|---|--------------------------------|-----------------|
| 1a Quality Jobs | \$1,875,000 (assuming 5% area) | 10 years |
| 2 Five-Year Property Tax Exemption | \$5,005,925 | 5 Years |
| Estimated Total Value of Incentives over 10 Years | \$6,880,925 (assuming 5% area) | |

Example C – Large Manufacturer (NAICS 332) • 100 million investment 1,000 jobs – Salary \$35k/year

| | | Expected Length |
|--|----------------------------------|-----------------|
| 1a Quality Jobs | \$17,500,000 (in 5% area) | 10 years |
| | \$14,515,531 (not in 5% area) | 10 years |
| 1b Alternative to Quality Jobs | | |
| Investment/Jobs Tax Credit | \$9,500,000 | 5 years |
| (Tax Credits Accrue and may begin to be claimed July 1, 2012.) | | |
| Sales Tax Reimbursements on Construction Materials | \$657,400 | One-Time |
| 2 Five-Year Property Tax Exemption | \$4,186,737 | 5 years |
| 3 Freeport Tax Exemption | \$288,351 | Annual |
| 4 Sales Tax Exemption on Machinery and Equipment | \$6,954,000 | One-Time |
| 5 Sales Tax Exemption on Goods Consumed in Mfg. Process | \$8,814,512 | Annual |
| 6 Sales Tax Exemption on Energy Use in Mfg. Process | \$315,968 | Annual |
| Estimated Total Value of Incentives Over 10 Years | | |
| *With 1a, Quality Jobs Cash Incentive | \$122,829,050 (assuming 5% area) | |
| *With 1b, Investment Tax Credit Package | \$115,524,450 | |
| (Tax Credits Accrue and may begin to be claimed July 1, 2012.) | | |

**Example D – 21st Century QJ Headquarters (NAICS 55114) • \$2.5 million investment
75 jobs – Salary \$100k/year**

| | | |
|---|-------------|-----------------------------|
| 1a Quality Jobs | \$6,347,851 | Expected Length 10 years |
| Estimated Total Value of Incentives over 10 years | \$6,347,851 | |

Example E – Quality Jobs Plus Investment Tax Credit (QJ_ITC) (NAICS 3363) 75 million investment 250 ramp up to 500 jobs in year 3 – Salary \$55k/year

| | | |
|--|---------------------|-----------------|
| | | Expected Length |
| 1a Quality Jobs Maximum Allowable with ITC | \$11,444,940 | 10 years |
| 1b Investment/Jobs Tax Credit Allowed with QJ | \$7,125,000 | 5 years |
| 1b Alternative to Quality Jobs | | |
| Total QJ+ITC | \$18,569,940 | |
| 2 Five-Year Property Tax Exemption | \$2,600,761 | 5 years |
| 3 Freeport Tax Exemption | \$99,920 | Annual |
| 4 Sales Tax Exemption on Machinery and Equipment | \$2,511,563 | One-Time |
| 5 Sales Tax Exemption on Goods Consumed in Mfg. Process | \$6,091,583 | Annual |
| 6 Sales Tax Exemption on Energy Use in Mfg. Process | \$109,942 | Annual |
| Estimated Total Value of Incentives Over 10 Years | | |
| *With 1a+b, Investment Tax Credit Package | \$86,696,714 | |
| (Tax Credits Accrue and may begin to be claimed July 1, 2012.) | | |

Local Economic Development Participation

- Financed equipment purchase through industrial authority.
- Provided a reduced rate on building lease.
- City provided free water/sewer hookups.
- Assisted with the coordination of Training for Industry program, tax exemption processes, etc.

Local incentives may be available, separate and apart from this sample incentive analysis and must be negotiated with the local community.

3. Corporate Income/Sales Tax Rates

(State by State)

Oklahoma's overall business and personal tax burden is relatively low when compared to the rest of the country. The corporate income tax is 6% of federal taxable income; the state sales tax rate is 4.5%. When comparing the maximum corporate tax and sales tax rates of all 50 states, Oklahoma ranks in the bottom third. The following shows a comparison of U.S. state corporate income and sales tax rates.

4. Corporate Income Tax Overview

The following discussion of taxes and tax rates is a general outline of the primary taxes applicable to corporate businesses conducted in Oklahoma at the time of this publication. It should not be relied upon as a complete guide to all taxes, exemptions, and rates applicable to individual corporations or business operations. It is generally advisable to review corporate operations with a tax specialist to determine the rate and application of taxes to be paid by a specific corporation or business.

A. Federal Taxes:

All taxes imposed by the federal government are applicable throughout the U.S. All employers are subject to three major taxes:

- Corporate Income Tax - on net income.
- Social Security Tax - payable on each employee's earnings.
- Unemployment Tax - on wages paid to each employee.

Currently the maximum federal corporate tax on net income is 34%. The maximum Oklahoma corporate tax on net income is 6% of the portion of corporate income earned in Oklahoma.

B. State Corporate Tax Rate and Sales Tax Rate

| State | Corporate Tax Rate | Sales Tax Rate |
|----------------------|--------------------|----------------|
| Alabama | 6.50% | 4.00% |
| Alaska | 1.00-9.40% | Local Only |
| Arizona | 6.968% | 6.60% |
| Arkansas | 1.00-6.50% | 6.00% |
| California | 8.84% | 7.25% |
| Colorado | 4.63% | 2.90% |
| Connecticut | 7.50% | 6.35% |
| Delaware | 8.70% | None |
| District of Columbia | 9.975% | 6.00% |
| Florida | 5.50% | 6.00% |
| Georgia | 6.00% | 4.00% |
| Hawaii | 4.40-6.40% | 4.00% |
| Idaho | 7.60% | 6.00% |
| Illinois | 7.00% | 6.25% |
| Indiana | 8.50% | 7.00% |
| Iowa | 6.00-12.00% | 6.00% |
| Kansas | 4.00% (1) | 6.30% |
| Kentucky | 4.00-6.00% | 6.00% |
| Louisiana | 4.00-8.00% | 4.00% |
| Maine | 3.50-8.93% | 5.00% |
| Maryland | 8.25% | 6.00% |
| Massachusetts | (2) | 6.25% |
| Michigan | 4.95% | 6.00% |
| Minnesota | 9.80% | 6.875% |
| Mississippi | 3.00-5.00% | 7.00% |
| Missouri | 6.25% | 4.225% |
| Montana | 6.75% | None |
| Nebraska | 5.58-7.81% | 5.50% |
| Nevada | None | 6.85% |
| New Hampshire | 8.50% | None |
| New Jersey | 9.00% | 7.00% |
| New Mexico | 4.80-7.60% | 5.125% |
| New York | 7.10% | 4.00% |
| North Carolina | 6.90% | 4.75% |
| North Dakota | 1.68-5.15% | 5.00% |
| Ohio | (3) | 5.50% |
| Oklahoma | 6.00% | 4.50% |
| Oregon | 6.6-7.6% | None |
| Pennsylvania | 9.99% | 6.00% |
| Rhode Island | 9.00% | 7.00% |
| South Carolina | 5.00% | 6.00% |
| South Dakota | None | 4.00% |
| Tennessee | 6.50% | 7.00% |
| Texas | None | 6.25% |
| Utah | 5.00% | 5.70% |
| Vermont | 6.00-8.50% | 6.00% |
| Virginia | 6.00% | 5.00% |
| Washington | None | 6.50% |
| West Virginia | 8.50% | 6.00% |
| Wisconsin | 7.90% | 5.00% |
| Wyoming | None | 4.00% |

(1) 3.0 % Surtax on over \$50k

(2) \$2.60 per \$1,000 on tangible values or net worth + 8.25 % of net income

(3) Phased out in 2010; replaced with commercial activity tax for corporations.

Source: 2011 Thomson Reuters/RIA Checkpoint

C. Oklahoma State Income Taxes

Corporate Income Tax - on income received for business transacted within the state. The portion of corporate income earned in Oklahoma and therefore subject to the 6% tax is determined by a Three-Factor formula.

Property in Oklahoma per Federal Income Tax
+ Payroll in Oklahoma per Federal Income Tax
+ Sales in Oklahoma per Federal Income Tax
= Oklahoma Apportionment % of Income

Oklahoma corporate tax liability is usually arrived at by giving equal weight to property, payroll, and sales within Oklahoma. However, the sales factor for corporations having capital investment in Oklahoma in a project of \$200 million or more is 50% of the apportionment while property and payroll are each 25%.

The Oklahoma apportioned percentage of income is then multiplied by the corporation's reported net federal taxable income (after Oklahoma adjustments) to determine the Oklahoma taxable income. This figure is then multiplied by the 6% Oklahoma corporate income tax rate to determine the Oklahoma tax.

Oklahoma Tax Formula

- (1) Oklahoma net income apportioned percentage from the Three-Factor Formula
↓
- (2) Oklahoma taxable income reported after Oklahoma adjustments
↓
- (3) 6% income
↓
- (4) Oklahoma corporate income tax rate
↓

Oklahoma Income Tax

The Oklahoma Legislature passed SB 1415 requiring a portion of the bonus depreciation permitted pursuant to the federal Job Creation and Worker Assistance Act to be added back and then reclaimed in a later year for Oklahoma income tax purposes.

80% of the bonus depreciation taken on the federal return must be added to Oklahoma taxable income on Oklahoma's return. However, the bonus may be fully recovered in Oklahoma over the next four years. (68 O.S. § 2358.6)

The following is a corporate tax example assuming the facts as set out:

- Manufacturing company “A” in Oklahoma with a sales office in another state.
- The company has an income of \$1 million.
- After adjustments the company reports a federal taxable income of \$500,000.
- Three-Factor Formula:
 - A. Property in Oklahoma is 95% of Total USA Property
 - B. Payroll in Oklahoma is 85% of Total USA Payroll
 - C. Sales in Oklahoma are 10% of Total USA Sales
$$\frac{A+B+C}{3} = \frac{95\% + 85\% + 10\%}{3} = \frac{190}{3} = 63\frac{1}{3}\%$$

| | | |
|-----------------------------|---|--------------------|
| Three-Factor Formula: | | 63 $\frac{1}{3}$ % |
| X Reported Federal Income: | x | \$500,000 |
| = Oklahoma Taxable Income: | = | \$316,650 |
| (Less Oklahoma Adjustments) | | |
| Oklahoma Taxable Income: | | \$316,650 |
| X Oklahoma Income Tax Rate: | x | 6% |
| = Oklahoma Income Tax: | = | \$ 18,999 |

5. Right-to-work Constitutional Provision

This constitutional amendment was voted into Oklahoma’s Constitution in 2001:

Article 13, Section 1a reads as follows:

5a. As used in this section, “labor organization” means any organization of any kind, or agency or employee representation committee or union, that exists for the purpose, in whole or in part, of dealing with employers concerning wages, rates of pay, hours of work, other conditions of employment, or other forms of compensation.

5b. No person shall be required, as a condition of employment or continuation of employment, to:

- Resign or refrain from voluntary membership in, voluntary affiliation with, or voluntary financial support of a labor organization;
- Become or remain a member of a labor organization;
- Pay any dues, fees, assessments, or other charges of any kind or amount to a labor organization;
- Pay to any charity or other third party, in lieu of such payments, any amount equivalent to or pro rata portion of dues, fees, assessments, or other charges regularly required of members of a labor organization; or
- Be recommended, approved, referred, or cleared by or through a labor organization.

5c. It shall be unlawful to deduct from the wages, earnings, or compensation of an employee any union dues, fees, assessments, or other charges to be held for, transferred to, or paid over to a labor organization unless the employee has first authorized such deduction.

5d. The provisions of this section shall apply to all employment contracts entered into after the effective date of this section and shall apply to any renewal or extension of any existing contract.

5e. Any person who directly or indirectly violates any provision of this section shall be guilty of a misdemeanor.

6. Enterprise Zones

(62 O.S. § 690.1 et seq.)

Enterprise Zones can be designated in disadvantaged counties, cities or portions of cities. The Oklahoma Department of Commerce designates enterprise zones and publishes lists of eligible counties, cities and census tracts.

Businesses located in an Enterprise Zone are eligible to receive double the [Investment/New Jobs Tax Credit](#). Additionally, companies obtaining ad valorem exemptions from local taxing entities could be exempted for up to six years, rather than five. Refer to 62 O.S. § 860 for eligibility requirements

The following pages list Oklahoma's Enterprise Zones by breaking the information down into 4 main sections:

1. Annually Updated List of Qualifying Areas
2. Grandfathered Communities by City/County Listing
3. Qualifying 2000 Census Tracts by County Based on 2005-2009 American Community Survey Results
4. Federally Designated Enterprise Community/Empowerment Zones

Because an area may be listed under one or more of these sections, depending on qualifying criteria, it is important to check all four sections before determining if the area is or is not an Enterprise Zone. As long as an area is listed under at least one section, then it is considered to qualify as an Enterprise Zone.

The legal definition of an Enterprise Zone can be found in [Oklahoma Statutes Title 62, Section 690.2 Definitions](#), but generally an Enterprise Zone is defined as:

- Unincorporated areas of a County where:
 - The County as a whole has experienced a decrease in population over the last 10 years, OR

- The County as a whole ranks among Oklahoma's lowest twenty-five for per-capita personal income
- Census Tract(s) within or adjacent to the corporate limits of an Oklahoma city or town where:
 - The local governing body has voted to make a formal application to the Oklahoma Department of Commerce for recognition as an Enterprise Zone, AND
 - Where 30% of the population lives in households at or below poverty, OR
 - Where the Per Capita Income is 15% or more below the Oklahoma Per Capita Income
- Any area designated by the Federal Government to be a Federal Enterprise Community
- Any area designated as an Enterprise Zone by the Oklahoma Department of Commerce prior to July 1, 2000.

If you have questions about which areas in Oklahoma qualify as Enterprise Zones, contact Lesli Walsh with the Oklahoma Department of Commerce by e-mail at lesli_walsh@okcommerce.gov or by phone at 405-815-5120.

6. Oklahoma Enterprise Zones List 2010-2011

The following pages list Oklahoma's Enterprise Zones by breaking the information down into 4 main sections:

- Annually Updated List of Qualifying Areas
- Grandfathered Communities by City/County Listing
- Qualifying Decennial Census Tracts
- Federally Designated Enterprise Community/Empowerment Zones

Because an area may be listed under one or more of these sections, depending on qualifying criteria, it is important to check all four sections before determining if the area is or is not an Enterprise Zone. As long as an area is listed under at least one section, then it is considered to qualify as an Enterprise Zone.

The legal definition of an Enterprise Zone can be found in O.S. Title 62, Section 690.2 Definitions, but generally an Enterprise Zone is defined as:

- Unincorporated areas of a County where:
 - The County as a whole has experienced a decrease in population over the last 10 years, OR
 - The County as a whole ranks among Oklahoma's lowest twenty-five for per-capita personal income
- Census Tract(s) within or adjacent to the corporate limits of an Oklahoma city or town where:

- The local governing body has voted to make a formal application to the Oklahoma Department of Commerce for recognition as an Enterprise Zone, AND
 - Where 30% of the population lives in households at or below poverty, OR
 - Where the Per Capita Income is 15% or more below the Oklahoma Per Capita Income
- Any area designated by the Federal Government to be a Federal Enterprise Community
- Any area designated as an Enterprise Zone by the Oklahoma Department of Commerce prior to July 1, 2000.

If you have questions about the benefits of locating within an Enterprise Zone, you can obtain a copy of the latest Business Incentives and Tax Information Guide by going to www.okcommerce.gov/incentives or by contacting the Oklahoma Department of Commerce at 1-800-879-6552.

1. ANNUALLY UPDATED LIST OF QUALIFYING AREAS

The areas designated as Enterprise Zones under this section are reviewed annually and may change from year to year.

Unincorporated Areas In The Following Counties Qualify Because Their Populations Declined Between April 1, 2000 and April 1, 2010

| | | |
|----------|-----------|------------|
| Alfalfa | Grant | Major |
| Beaver | Harmon | Nowata |
| Blaine | Hughes | Ottawa |
| Caddo | Jackson | Pawnee |
| Choctaw | Jefferson | Pushmataha |
| Cimarron | Kay | Tillman |
| Coal | Kiowa | Woods |
| Cotton | McCurtain | |

Source: US Census Bureau, Population Estimates Division <http://www.census.gov/popest/estimates.html>

Unincorporated Areas In The Following Counties Qualify Because They Are Among The Lowest 25 Counties Based On 2009 Per Capita Personal Income

| | | |
|----------|-----------|------------|
| Adair | Harmon | Nowata |
| Alfalfa | Haskell | Okfuskee |
| Atoka | Hughes | Pushmataha |
| Blaine | Jefferson | Sequoyah |
| Caddo | Johnston | Texas |
| Cherokee | Le Flore | Tillman |
| Choctaw | Marshall | Washita |
| Coal | McCurtain | |
| Greer | McIntosh | |

Source: US Bureau of Economic Analysis <http://www.bea.gov/regional/reis/>

2. GRANDFATHERED COMMUNITIES BY CITY/COUNTY LISTING

The communities listed under this section were recognized as Enterprise Zones prior to July 1, 2000 and remain qualified under a grandfathered clause. Though this listing is offered as a general guide, the actual geography included under the grandfathered area may be based on 1990 Census Tract definitions, 2000 Census Tract definitions, city/county limits, specifically named streets within the community, or a variety of other descriptions that make it difficult to specifically define within this document.

To receive an exact definition of the Enterprise Zones that qualify based on grandfathered listings, contact Lesli Walsh by e-mail at lesli_walsh@okcommerce.gov or by phone at 405-815-5120.

| Entire County Included | |
|------------------------|-------------|
| Beaver | Jefferson |
| Blaine | Kiowa |
| Choctaw | Nowata |
| Ellis | Roger Mills |
| Grant | Tillman |
| Harmon | Washita |
| Harper | Woods |
| Jackson | Woodward |

| Only Unincorporated Areas of County Included | | |
|--|-----------|------------|
| Adair | Latimer | Okmulgee |
| Carter | Le Flore | Ottawa |
| Coal | Marshall | Pawnee |
| Garvin | McCurtain | Pittsburg |
| Haskell | McIntosh | Pushmataha |
| Hughes | Murray | Seminole |
| Johnston | Muskogee | Sequoyah |
| Kay | Okfuskee | Stephens |

| Only a Portion of These Cities Included | |
|---|--|
| Altus (<i>Jackson Co.</i>) | McAlester (<i>Pittsburgh Co.</i>) |
| Ardmore (<i>Carter Co.</i>) | Midwest City (<i>Oklahoma Co.</i>) |
| Bartlesville (<i>Washington Co.</i>) | Muskogee (<i>Muskogee Co.</i>) |
| Billings (<i>Noble Co.</i>) | Newkirk (<i>Kay Co.</i>) |
| Blackwell (<i>Kay Co.</i>) | Norman (<i>Cleveland Co.</i>) |
| Catoosa (<i>Rogers Co.</i>) | Oklahoma City (<i>Oklahoma Co.</i>) |
| Clinton (<i>Custer Co.</i>) | Owasso (<i>Tulsa Co.</i>) |
| Duncan (<i>Stephens Co.</i>) | Pryor Creek (<i>MAIP</i>) (<i>Mayes Co.</i>) |
| Elk City (<i>Beckham Co.</i>) | Sand Springs (<i>Tulsa Co.</i>) |
| Enid (<i>Garfield Co.</i>) | Sapulpa and Creek Co. (<i>Creek Co.</i>) |
| Fairview (<i>Major Co.</i>) | Shawnee (<i>Pottawatomie Co.</i>) |
| Guthrie (<i>Logan Co.</i>) | Sulphur (<i>Murray Co.</i>) |
| Guymon (<i>Texas Co.</i>) | Tonkawa (<i>Kay Co.</i>) |
| Lawton (<i>Comanche Co.</i>) | Tulsa (<i>Tulsa Co.</i>) |
| Madill (<i>Marshall Co.</i>) | Wagoner (<i>Wagoner Co.</i>) |

| Entire City Included | | | |
|--|---|---------------------------|--------------------------------|
| Ada (Pontotoc Co.) | Delaware (Nowata Co.) | Jefferson (Grant Co.) | Rush Springs (Grady Co.) |
| Addington (Jefferson Co.) | Depew (Creek Co.) | Knowles (Beaver Co.) | Ryan (Jefferson Co.) |
| Alva (Woods Co.) | Dill City (Washita Co.) | Lamont (Grant Co.) | Sallisaw (Sequoyah Co.) |
| Anadarko (Caddo Co.) | Drumright (Creek Co.) | Laverne (Harper Co.) | Sayre (Beckham Co.) |
| Antlers (Pushmataha Co.) | Durant (Bryan Co.) | Lenapah (Nowata Co.) | Seminole (Seminole Co.) |
| Arnett (Ellis Co.) | Erick (Beckham Co.) | Lone Wolf (Kiowa Co.) | Sentinel (Washita Co.) |
| Atoka (Atoka Co.) | Eufaula (McIntosh Co.) | Longdale (Blaine Co.) | Sharon (Woodward Co.) |
| Avard (Woods Co.) | Fairland (Ottawa Co.) | Loveland (Tillman Co.) | Shattuck (Ellis Co.) |
| Beaver (Beaver Co.) | Fargo (Ellis Co.) | Manchester (Grant Co.) | Snyder (Kiowa Co.) |
| Bessie (Washita Co.) | Forga (Beaver Co.) | Mangum (Greer Co.) | Soper (Choctaw Co.) |
| Boswell (Choctaw Co.) | Fort Supply (Woodward Co.) | Manitou (Tillman Co.) | South Coffeyville (Nowata Co.) |
| Bristow (Creek Co.) | Fort Towson (Choctaw Co.) | Mannsville (Johnston Co.) | Stigler (Haskell Co.) |
| Buffalo (Harper Co.) | Foss (Washita Co.) | Marietta (Love Co.) | Stillwater (Payne Co.) |
| Burns Flat (Washita Co.) | Frederick (Tillman Co.) | May (Harper Co.) | Stilwell (Adair Co.) |
| Canton (Blaine Co.) | Freedom (Woods Co.) | Medford (Grant Co.) | Strong City (Roger Mills Co.) |
| Canute (Washita Co.) | Gage (Ellis Co.) | Miami (Ottawa Co.) | Stroud (Lincoln Co.) |
| Capron (Woods Co.) | Gate (Beaver Co.) | Mooreland (Woodward Co.) | Sugden (Jefferson Co.) |
| Carmen (Alfalfa Co.) | Geary (portion of city located in Blaine Co.) | Mountain Park (Kiowa Co.) | Tahlequah (Cherokee Co.) |
| Chattanooga (portion of city located in Tillman Co.) | Gotebo (Kiowa Co.) | Mountain View (Kiowa Co.) | Tecumseh (Pottawatomie Co.) |
| Checotah (McIntosh Co.) | Gould (Harmon Co.) | Mutual (Woodward Co.) | Temple (Cotton Co.) |
| Chelsea (Rogers Co.) | Grandfield (Tillman Co.) | Nash (Grant Co.) | Terlton (Pawnee Co.) |
| Cherokee (Alfalfa Co.) | Greenfield (Blaine Co.) | New Alluwe (Nowata Co.) | Terral (Jefferson Co.) |
| Cheyenne (Roger Mills Co.) | Hallett (Pawnee Co.) | Nowata (Nowata Co.) | Tipton (Tillman Co.) |
| Chickasha (Grady Co.) | Hammon (portion of city located in Roger Mills Co.) | Okeene (Blaine Co.) | Tishomingo (Johnston Co.) |
| Cleveland (Pawnee Co.) | Hartshorne (Pittsburg Co.) | Okemah (Okfuskee Co.) | Wakita (Grant Co.) |
| Clinton (portion of city located in Washita Co.) | Haskell (Muskogee Co.) | Okmulgee (Okmulgee Co.) | Wann (Nowata Co.) |
| Coalgate (Coal Co.) | Hastings (Jefferson Co.) | Pauls Valley (Garvin Co.) | Watonga (Blaine Co.) |
| Colony (Washita Co.) | Healdton (Carter Co.) | Pawhuska (Osage Co.) | Waurika (Jefferson Co.) |
| Cooperton (Kiowa Co.) | Heavener (LeFlore Co.) | Ponca City (Kay Co.) | Waynoka (Woods Co.) |
| Cordell (Washita Co.) | Henryetta (Okmulgee Co.) | Pond Creek (Grant Co.) | Welch (Craig Co.) |
| Corn (Washita Co.) | Hitchcock (Blaine Co.) | Poteau (LeFlore Co.) | Westville (Adair Co.) |
| Cornish (Jefferson Co.) | Hobart (Kiowa Co.) | Quinlan (Woodward Co.) | Wewoka (Seminole Co.) |
| Cushing (Payne Co.) | Holdenville (Hughes Co.) | Renfrow (Grant Co.) | Wilburton (Latimer Co.) |
| Cyril (Caddo Co.) | Hollis (Harmon Co.) | Reydon (Roger Mills Co.) | Woodward (Woodward Co.) |
| Dacoma (Woods Co.) | Hollister (Tillman Co.) | Ringling (Jefferson Co.) | Wynnewood (Garvin Co.) |
| Davidson (Tillman Co.) | Hugo (Choctaw Co.) | Rocky (Washita Co.) | Yale (Payne Co.) |
| Davis (Murray Co.) | Hydro (portion of city located in Blaine Co.) | Roosevelt (Kiowa Co.) | |
| Deer Creek (Grant Co.) | Idabel (McCurtain Co.) | Rosston (Harper Co.) | |

QUALIFYING CENSUS TRACTS

The following specific Census Tracts are recognized as Enterprise Zones because they meet criteria that took effect after July 1, 2000. Unlike the case with grandfathered areas, these Census Tracts are all based on Census 2000 boundaries using data from the 2005-2009 American Community Survey. To determine the Census Tract for a specific address, use these steps:

Address based search

- a) Go to
<http://factfinder2.census.gov/faces/nav/jsf/pages/searchresults.xhtml?ref=addr&refresh=t>
- b) Click on “street address”.
- c) Enter the address information in the white boxes and press the “Go” button.
- d) The page will refresh with detailed geographic information.
- e) Note the County and the Census Tract.
- f) Look in the corresponding table first for that County, then for that Census Tract.
- g) If you still cannot determine which Census Tract is appropriate, contact Lesli Walsh with the Oklahoma Department of Commerce by e-mail at lesli_walsh@okcommerce.gov or by phone at 405-815-5120.

Qualifying 2000 Census Tracts by County: Based on 2005-2009 American Community Survey Results Note: some sources may not include leading zeros.

Adair – 9766, 9767, 9768, 9769, 9770
Alfalfa – 9560
Atoka – 9876, 9877, 9878, 9879
Beaver – No specific tracts
Beckham – 9661
Blaine – 9589, 9590
Bryan – 9959, 9960, 9962, 9963, 9964, 9966
Caddo – 9616, 9617, 9619, 9621, 9622
Canadian – 3004, 3005, 3007, 3010.01, 3012.01
Carter – 9921, 9922, 9923, 9924, 9928, 9929, 9931
Cherokee – 9776, 9777, 9778, 9779, 9780, 9781, 9782
Choctaw – 9969, 9971, 9972, 9973
Cimarron – 9501, 9503
Cleveland – 2001, 2002, 2003, 2004, 2005, 2006.01, 2007, 2012.01, 2012.02, 2012.03, 2013.01, 2016.02, 2016.03, 2024.05, 2026
Coal – 9881, 9882

Comanche – 0001, 0002, 0008, 0010, 0011, 0012, 0013, 0014, 0015, 0016, 0017, 0019.01, 0019.02, 0020.02, 0024
Cotton – No specific tracts
Craig – 9733, 9734
Creek – 0201.02, 0206.01, 0206.02, 0207.02, 0207.04, 0207.05, 0210, 0211.01, 0211.02, 0213
Custer – 9508, 9606
Delaware – 9759, 9760, 9761, 9762
Dewey – 9592
Ellis – No specific tracts
Garfield – 0001, 0007, 0015
Garvin – 9911, 9912, 9913, 9915, 9916
Grady – 0001, 0002, 0003, 0004, 0007
Grant – No specific tracts
Greer – 9671, 9672
Harmon – 9678
Harper – No specific tracts
Haskell – 9791, 9792
Hughes – 9846, 9847, 9848

Jackson – 9682, 9686, 9687, 9688
Jefferson – 9717, 9718
Johnston – 9902, 9903
Kay – 0001, 0004, 0005, 0008, 0010, 0011
Kingfisher – No specific tracts
Kiowa – 9642
Latimer – 9871
Le Flore – 0401.02, 0401.98, 0402.98, 0403.01, 0404, 0405, 0406, 0407
Lincoln – 9812, 9815
Logan – 6001, 6002, 6003
Love – 9941
McClain – 4004
McCurtain – 9982, 9983, 9985, 9986, 9987, 9988, 9989
McIntosh – 9797, 9798, 9799, 9801, 9802, 9803
Major – No specific tracts
Marshall – 9947, 9948
Mayes – 0401, 0404, 0405, 0406, 0407
Murray – 9907, 9908
Muskogee – 0001, 0002, 0003, 0004, 0006, 0007, 0009, 0012, 0016
Noble – 9569
Nowata – 9721, 9724
Okfuskee – 9806, 9807, 9809, 9810
Oklahoma – 1004, 1005, 1008, 1010, 1011, 1012, 1013, 1014, 1015, 1022, 1023, 1024, 1025, 1026, 1027, 1028, 1029, 1030, 1031.01, 1031.02, 1033, 1034, 1035, 1036.01, 1036.02, 1037, 1039, 1040, 1041, 1042, 1043, 1044, 1045, 1046, 1047, 1048, 1049, 1050, 1052.01, 1052.02, 1053, 1054, 1055, 1056, 1057, 1058, 1059.03, 1059.04, 1059.07, 1061, 1063.01, 1063.02, 1068.01, 1068.02, 1068.03, 1068.04, 1069.02, 1069.12, 1069.13, 1069.14, 1069.15, 1070.01, 1070.02, 1071.01, 1071.03, 1071.04, 1072.06, 1072.09, 1072.10, 1072.13, 1072.14, 1072.15, 1072.16, 1072.17, 1072.18, 1072.19, 1072.20, 1072.21, 1072.23, 1073.02, 1073.03, 1073.05, 1073.06, 1074.01, 1075, 1076.04, 1076.05, 1077.05, 1078.04, 1078.05, 1078.09,

1078.10, 1079, 1080.03, 1080.08, 1080.10, 1080.11, 1082.03, 1082.04, 1082.07, 1082.08, 1083.09, 1086.02, 1086.03, 1088.03
Okmulgee – 0001, 0002, 0003, 0008, 0009
Osage – 0104
Ottawa – 9741, 9742, 9743, 9744, 9745
Pawnee – 9573, 9574, 9575
Payne – 0101, 0102, 0103, 0104, 0105, 0106, 0107, 0108, 0114
Pittsburg – 9857, 9860, 9861, 9862, 9863, 9864, 9867, 9868
Pontotoc – 9886, 9889, 9891, 9892
Pottawatomie – 5002, 5003.01, 5003.02, 5004, 5005, 5010.01, 5011.01, 5011.02
Pushmataha – 9976, 9977, 9978
Roger Mills – No specific tracts
Rogers – 0501.01, 0501.04, 0502.02, 0503.01, 503.02, 0507.01, 0507.02, 0508.01
Seminole – 9831, 9833, 9834, 9835, 9836, 9837, 9838, 9839
Sequoyah – 0301.01, 0301.02, 0302.01, 0303, 0304.01, 0304.02
Stephens – 0004, 0006
Texas – 9506, 9508
Tillman – 9701, 9702, 9704, 9705
Tulsa – 0001, 0002, 0003, 0004, 0005, 0006, 0007, 0009, 0010, 0012, 0013, 0014, 0015, 0016, 0020, 0021, 0022, 0023, 0025, 0027, 0029, 0030, 0034, 0046, 0047, 0048, 0049, 0057, 0059, 0060, 0062, 0066, 0067.01, 0068.01, 0069.05, 0069.06, 0071.01, 0071.02, 0072, 0073.06, 0073.09, 0073.10, 0073.11, 0073.12, 0074.08, 0074.14, 0076.08, 0076.09, 0076.10, 0079, 0080.01, 0080.02, 0082, 0083, 0085.01, 0088, 0089, 0090.04, 0090.06, 0090.08, 0091.01, 0091.04, 0093, 0111
Wagoner – 0301, 0303, 0305.07, 0306.02
Washington – 0001, 0002, 0003, 0009
Washita – 9649, 9650
Woods – No specific tracts
Woodward – 9534

3. Federally Designated Enterprise Community/Empowerment Zones

Federally designated Enterprise Community/Empowerment Zones are defined by the US Department of Housing and Urban Development. Below is a list of Census Tracts from the 2000 Census that qualify under this section:

Urban Round III Empowerment Zone – Oklahoma City:

Oklahoma County - 1004, 1005, 1013, 1014, 1015, 1024, 1025, 1026, 1027, 1028, 1030, 1031.01, 1033, 1034, 1035, 1037, 1038, 1039, 1040, 1041, 1043, 1046, 1047, 1056, 1057, 1058, 1007, 1010, 1011, 1012

Rural Round II Enterprise Communities – Tri-County Indian Nations

Coal County - 9881, 9882

Pontotoc County - 9886, 9887, 9891, 9892

Johnston County - 9902

More information on the federal government's Enterprise Community/Empowerment Zone program can be found on the US Department of Housing and Urban Development's website by following the link below:

<http://www.hud.gov/offices/cpd/economicdevelopment/programs/rc/tour/ok/>

IX. Key Business Contacts and Oklahoma State Resources

Governor Mary Fallin

State Capitol Bldg., #212
Oklahoma City, OK 73105-4801
Phone: (405) 521-2345

Lieutenant Governor Todd Lamb

State Capitol Bldg., #211
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Glenn Coffee, Secretary of State

State Capitol Bldg., # 101
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Ken Miller, State Treasurer

Secretary of Finance and Revenue
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Oklahoma Department of Commerce

Oklahoma Department of Commerce
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Dave Lopez, Secretary of Commerce and Tourism

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Dave Lopez, Executive Director

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Phone: (405) 815-5306

Jonna D. Kauger Kirschner,

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Phone: (405) 815-5148

Norma Noble, Deputy Secretary of Commerce for Workforce Development

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Vaughn Clark, Director of Community Development

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Oklahoma Department of Agriculture, Food & Forestry

Jim Reese, Secretary of Agriculture

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Jamey Allen, Director of Market Development

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Commissioners of the Land Office

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Phone: (405) 521-4126
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Industrial Access Road Program

Department of Transportation
Gary M. Ridley, *Secretary of Transportation/Director of Oklahoma Department of Transportation*
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gridley@odot.org
Phone: (405) 522-1800
Fax: (405) 522-1805

CompSource Oklahoma

(State Workers' Compensation Fund)

Lesla Forbis, *Director, Underwriting*
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Oklahoma Manufacturing Alliance

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Oklahoma Capital Investment Board (OCIB)

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Oklahoma Department of Environmental Quality

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Oklahoma Center for the Advancement of Science and Technology (OCAST) and Oklahoma Institute of Technology

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Oklahoma Corporation Commission

Lori Wrotenbery, *Director - Oil and Gas Conservation Division*

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Oklahoma Work Opportunity Tax Credit – Oklahoma Employment Security Commission

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Oklahoma Finance Authorities (OFA) Oklahoma Industrial Finance Authority (OIFA) Oklahoma Development Finance Authority (ODFA)

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State Bond Advisor's Office

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Oklahoma System of Career & Technology Education Training for Industry Program

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Oklahoma Tax Commission

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i2E

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