



City Council Priority: **Maintain Strong Financial Management**

Maintain Strong Financial Management

Progress Indicators

- Maintain AAA bond rating
- % of General Fund budget maintained in unbudgeted reserve
- % of General Fund budget from sales tax



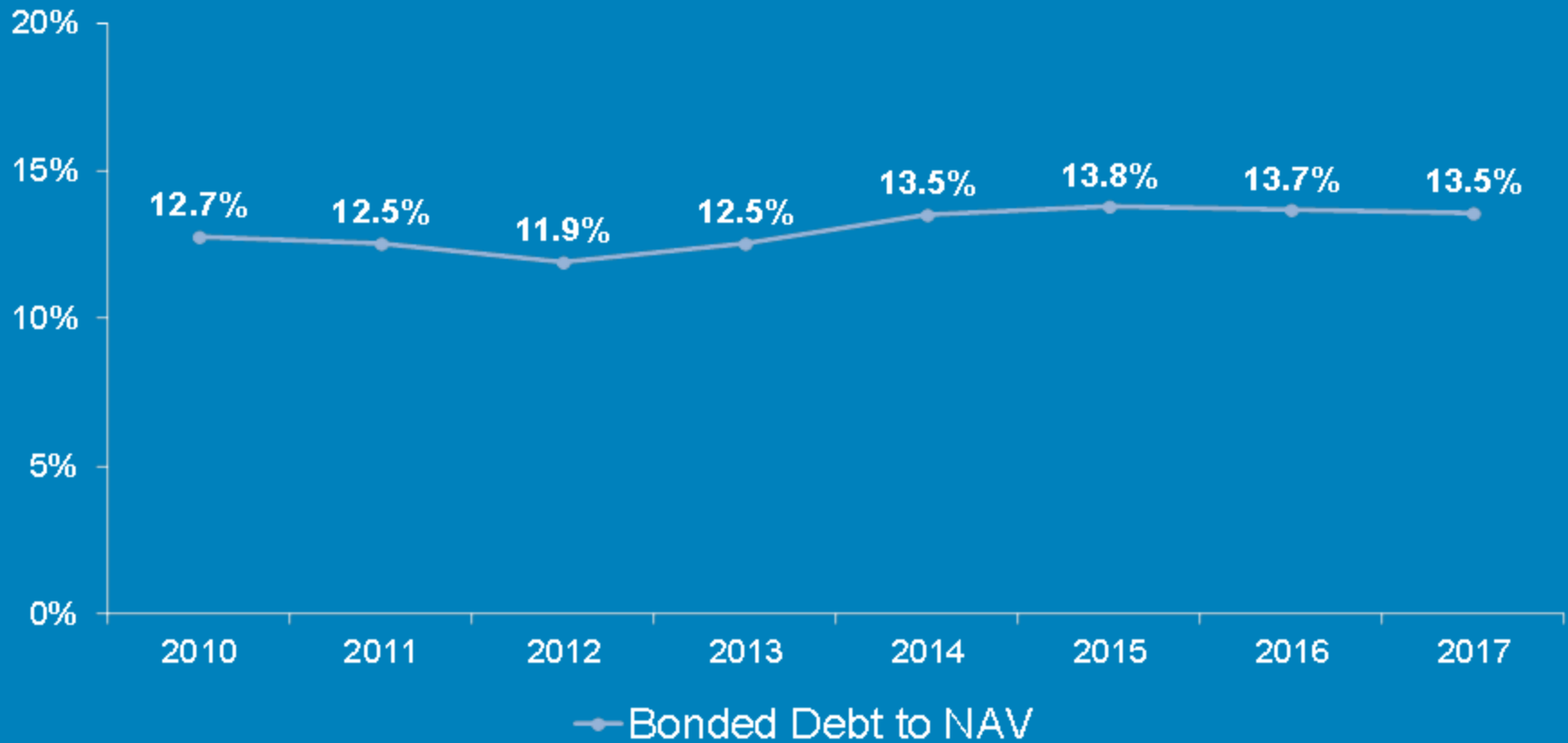
Maintain AAA bond rating



- Indication of strong financial health
- Lower borrowing costs
- Additional funding for projects
- Provide support to other City entities

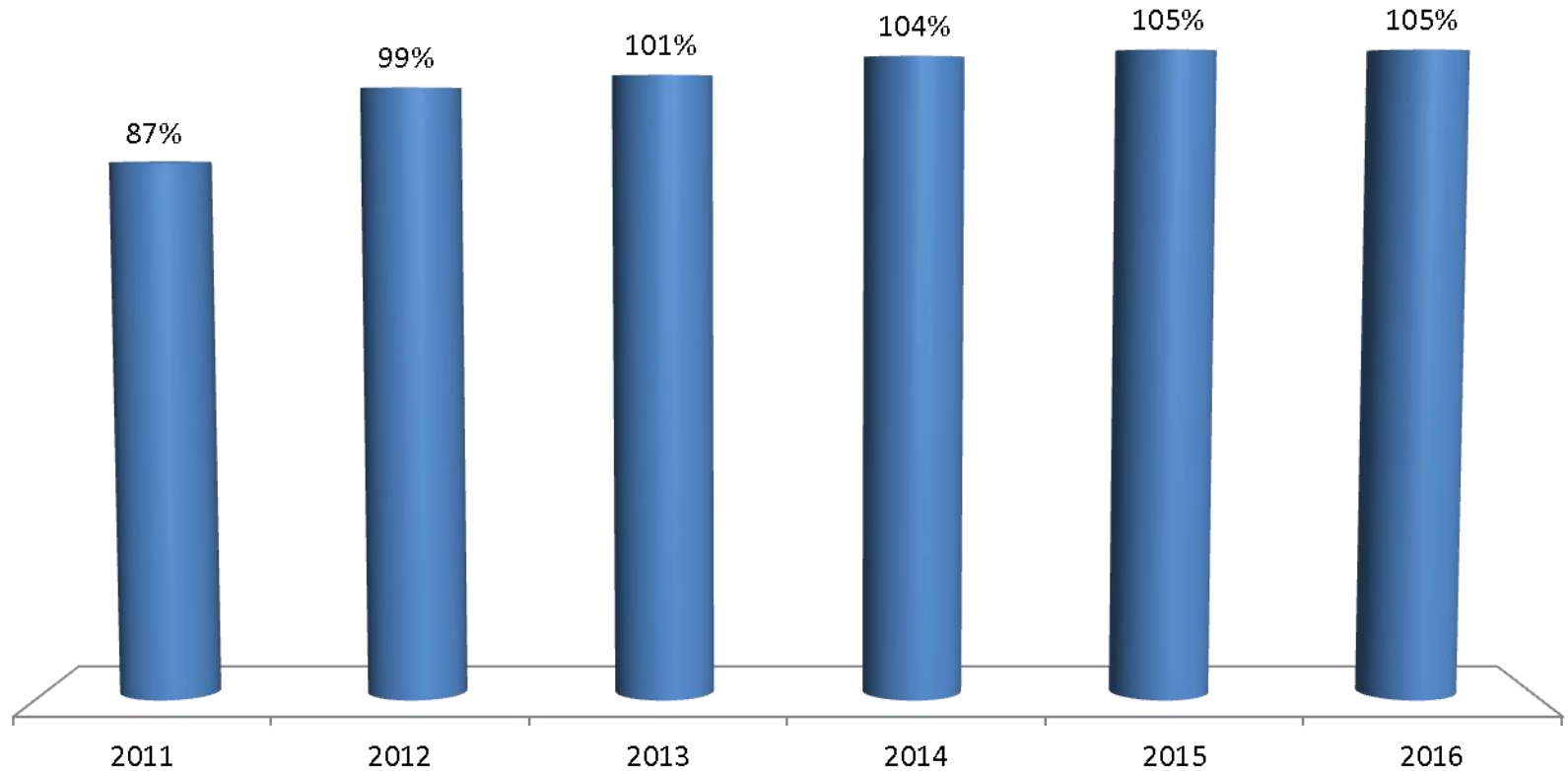
Maintain AAA Bond Rating

Bonded Debt to NAV



Maintain AAA Bond Rating

Pension Funding Status



The way we do business

Maintain AAA Bond Rating



Moody's says: "The Aaa reflects ongoing financial performance and reserves that remain high, and in line with peers..."

– Moody's Investors Service

Standard & Poor's views Oklahoma City's financial management practices as "...strong, well embedded, and likely sustainable."

– Standard & Poor's Ratings Services

Maintain AAA Bond Rating



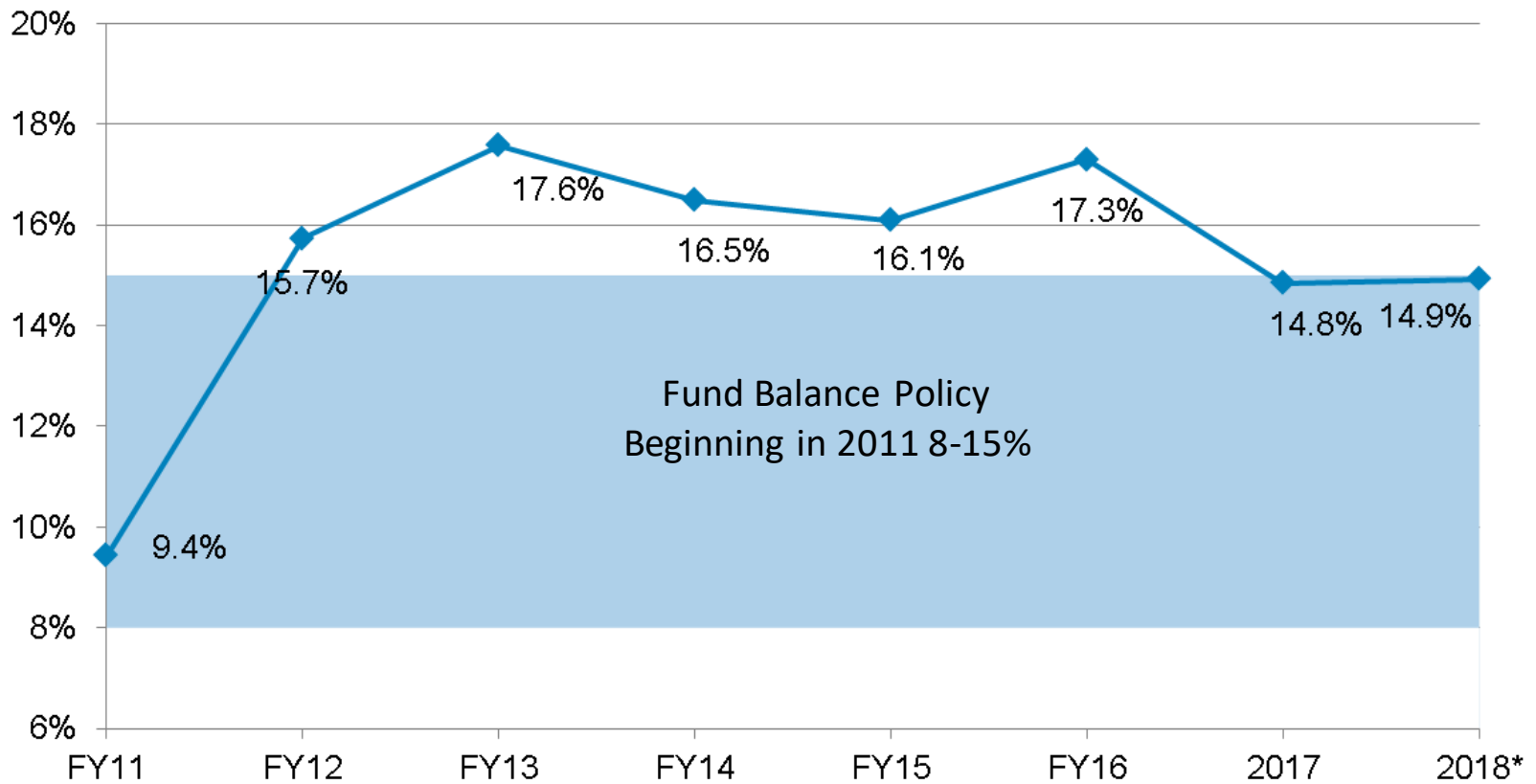
Moody's Rating Outlook – Negative

“The negative outlook reflects the ongoing challenge to achieve structurally balanced budgets as sales tax collections continue to underperform.”

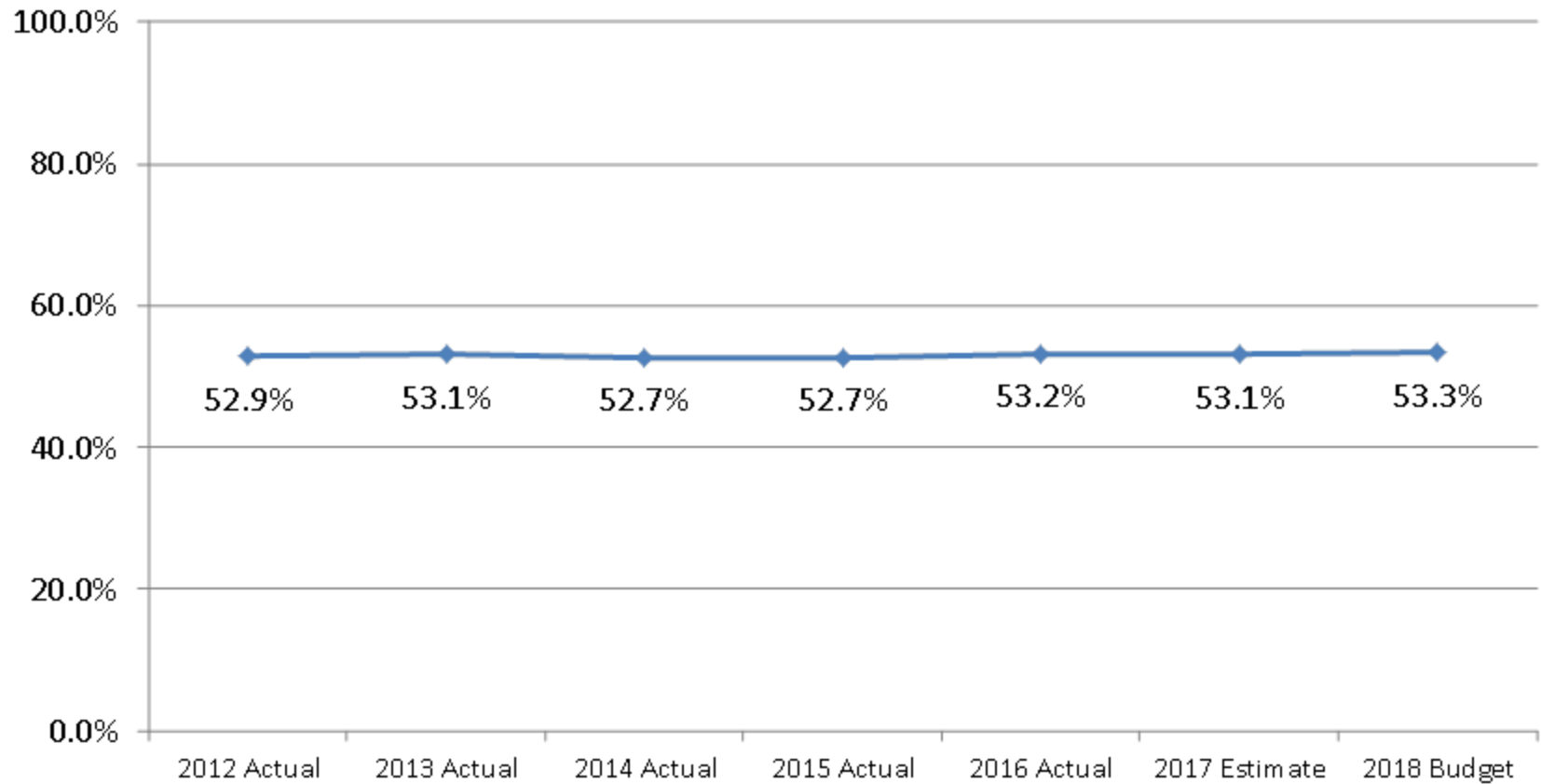
Factors that Could Lead to a Downgrade

- Continued reliance on reserve levels to close the budget gap
- Fund balance reduction that is materially worse than current projections for fiscal year end 2017
- Further and material economic contraction
- Substantial increases in debt absent corresponding tax base growth

% of General Fund budget maintained in unbudgeted reserve (before amendments)



% of general fund budget from sales tax



The way we do business

Maintain Strong Financial Management



Questions?



City Council Priority: **Encourage a Robust Local Economy**

City Council Priority

A strong economy that supports job creation and improves the local tax base is fundamental to our growth.

To make Oklahoma City an attractive option for current and future residents and promote a pro-business environment that makes it clear we value the contribution of a strong business community.

Council recognizes the need to foster innovation and embrace technological advances to move our city forward.





Encourage a Robust Local Economy

Progress Indicators

Economic Development Program

- Employment levels
- Average weekly earnings

Airports

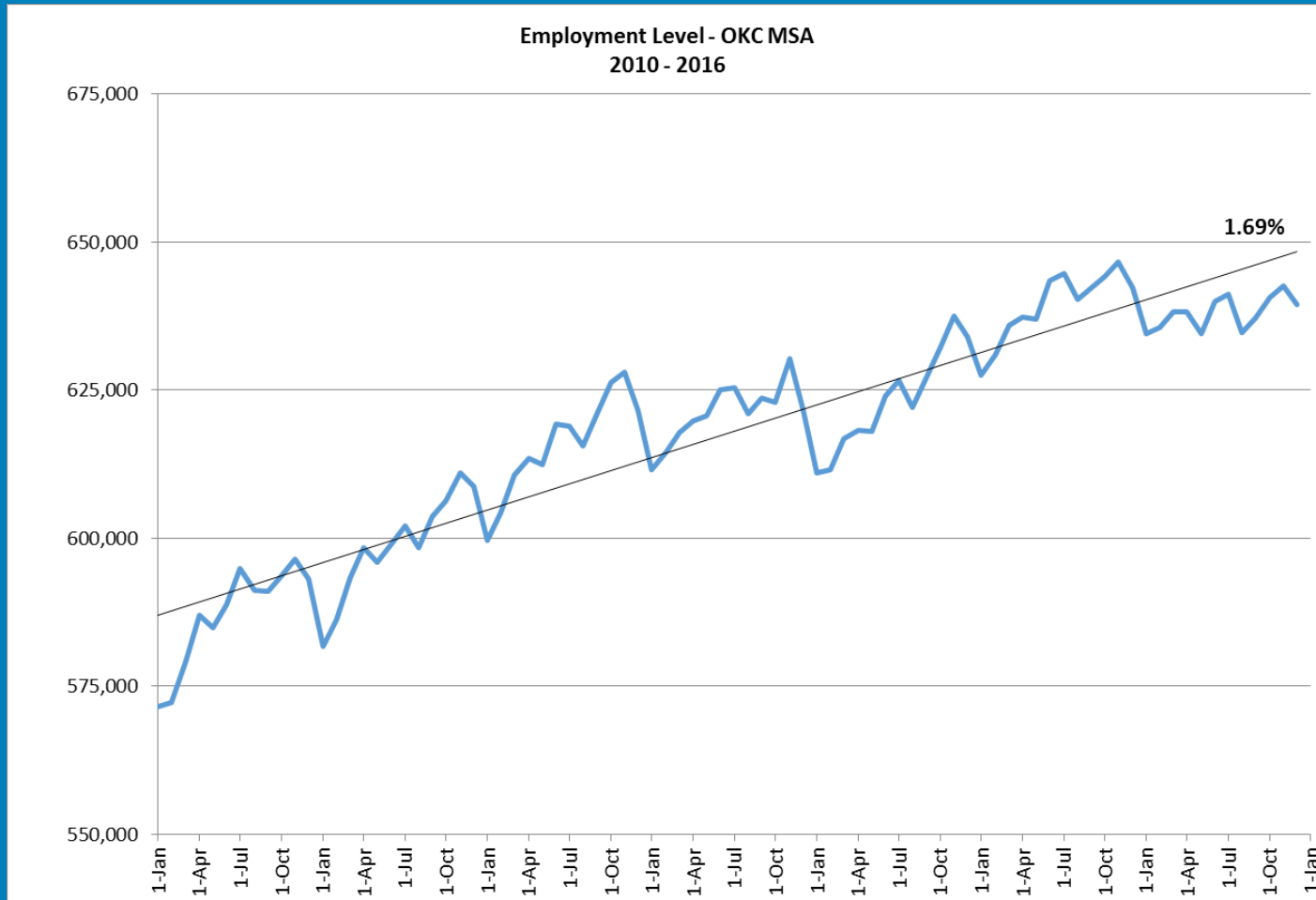
- Enplanements at Will Rogers World Airport





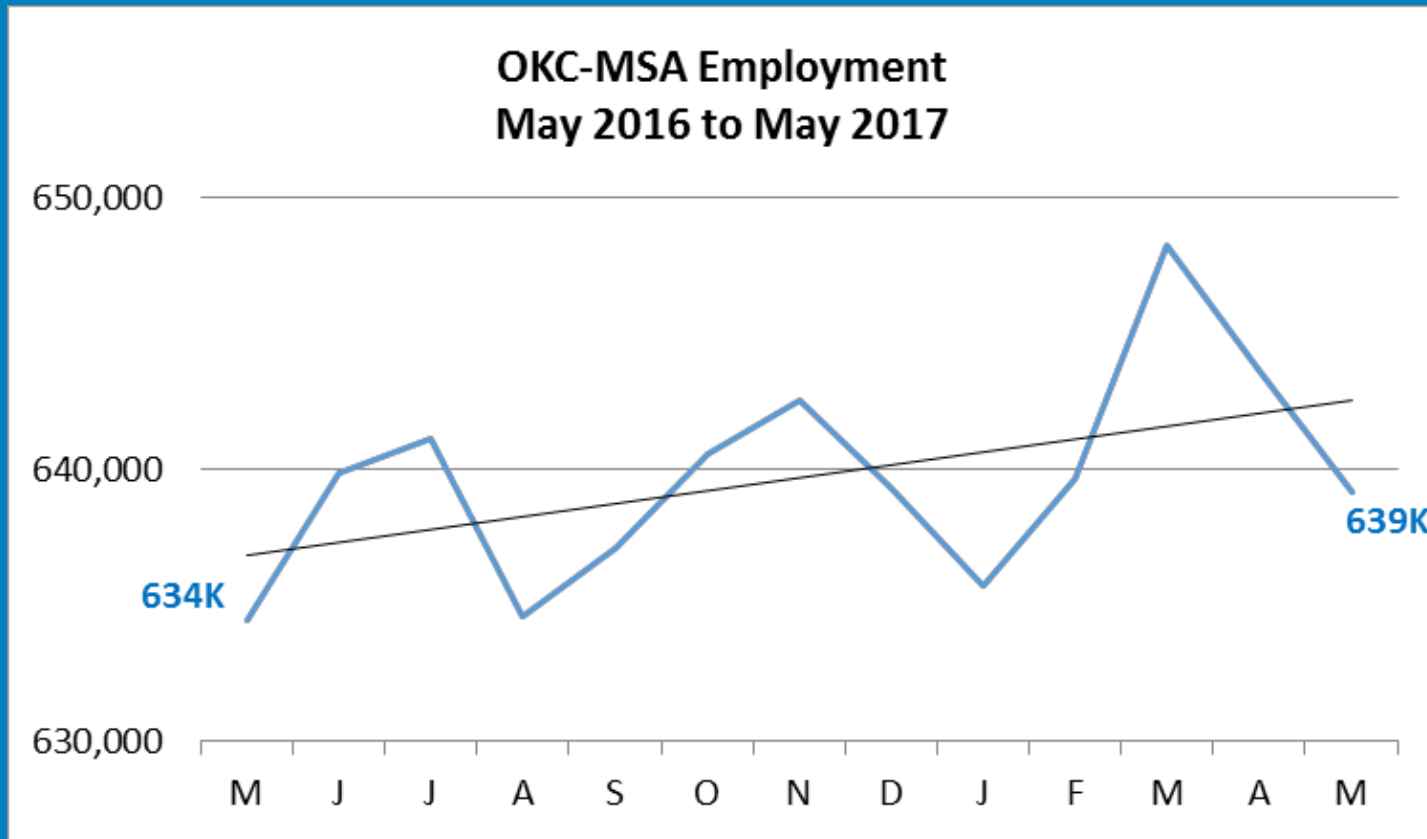
Number of People Employed

2010 to 2016 – LAUS employment levels for OKC-MSA



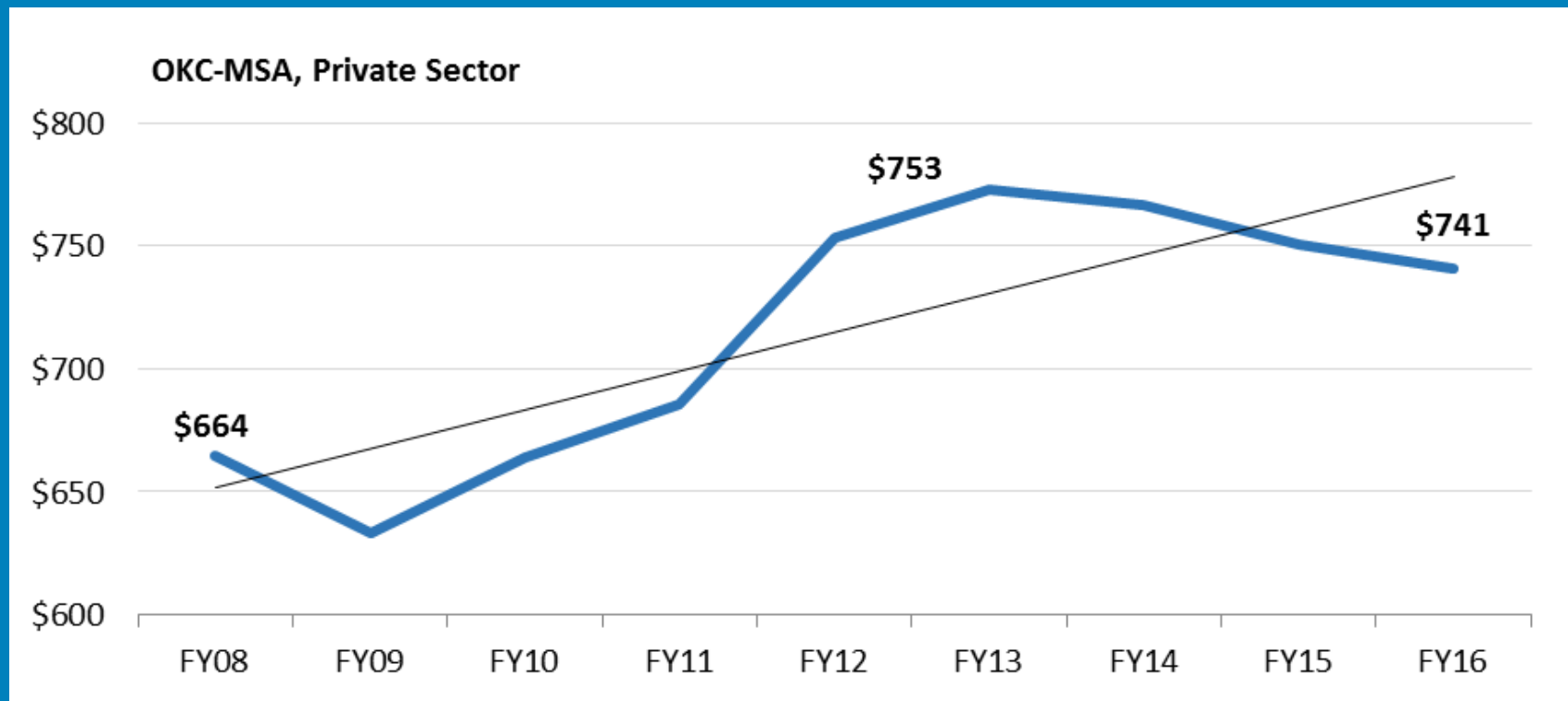
Number of People Employed

Recent Months



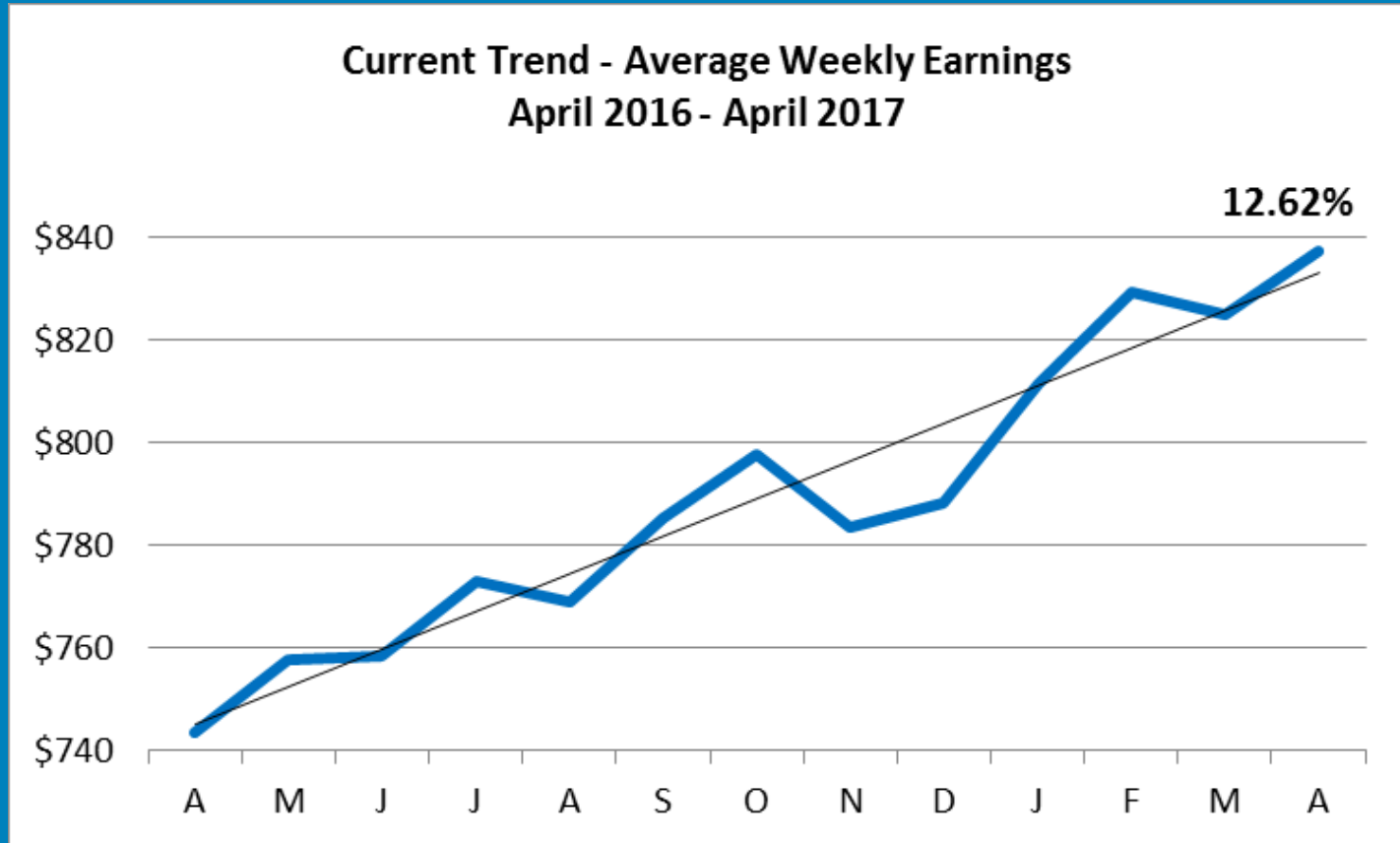
Average Weekly Earnings

FY08 through FY16 – BLS Current Employment Statistics



Average Weekly Earnings

Recent months



Supporting Job Creation

Strategic Investment Program (SIP)



- Performance based economic development incentive program focusing on the creation of primary jobs
- Requires a high degree of private sector investment and commitment
 - Minimum 50 jobs or \$1,750,000 annual payroll
- Funded through \$75,000,000 General Obligation Limited Tax (GOLT) bonds approved in 2007
- Designed to compliment state incentive programs (Quality Jobs Program – QJP)
- Chamber manages application process



The way we do business

Supporting Job Creation

Strategic Investment Program (SIP)

- Incentives are not paid until company creates the jobs
- Includes claw-back provisions if incentives are provided up front
- Focus on strategic industries:
 - Biosciences
 - Corporate Shared Services
 - New to Market Headquarters
 - Aviation and Aerospace
 - Advanced Manufacturing
 - Logistics, Warehouse and Distribution
 - Marquee projects (such as Fortune 100 companies)
- Accountability
 - Job creation documentation
 - Wage requirements
 - Capital investment
 - Monthly reporting



The way we do business

Supporting Job Creation

Strategic Investment Program (SIP)

SIP Project Status	# of Jobs (Anticipated)	Estimated Payroll	GOLT Allocation	Capital Investment
Completed/Finalized Examples: Enogex, Centek, AAA	2,736	\$150,379,326	\$8,495,249	\$123,750,000
Active/Ongoing Examples: Paycom, Boeing, Continental Resources, GE	8,139	\$532,121,822	\$54,203,250	\$805,307,000
New Agreements Examples: Med XM, M-D Manufacturing, McClarin Plastics	1,213	\$51,558,441	\$1,462,500	\$14,875,000
Totals	12,088	\$734,059,589	\$63,423,500	\$929,457,000



The way we do business

Improving the Local Tax Base

Retail Initiatives



- Support retail that has a regional draw
 - Performance Based
 - Sales Tax Rebate
 - Focus on regional marketing
 - Public Improvements
 - Drainage, streets and traffic controls



The way we do business

Encourage a Robust Local Economy

Economic Development Program



Questions?

City Council Priority: **Encourage a Robust Local Economy**

Airports

Encourage a Robust Economy

Progress Indicator: Enplanements at WRWA

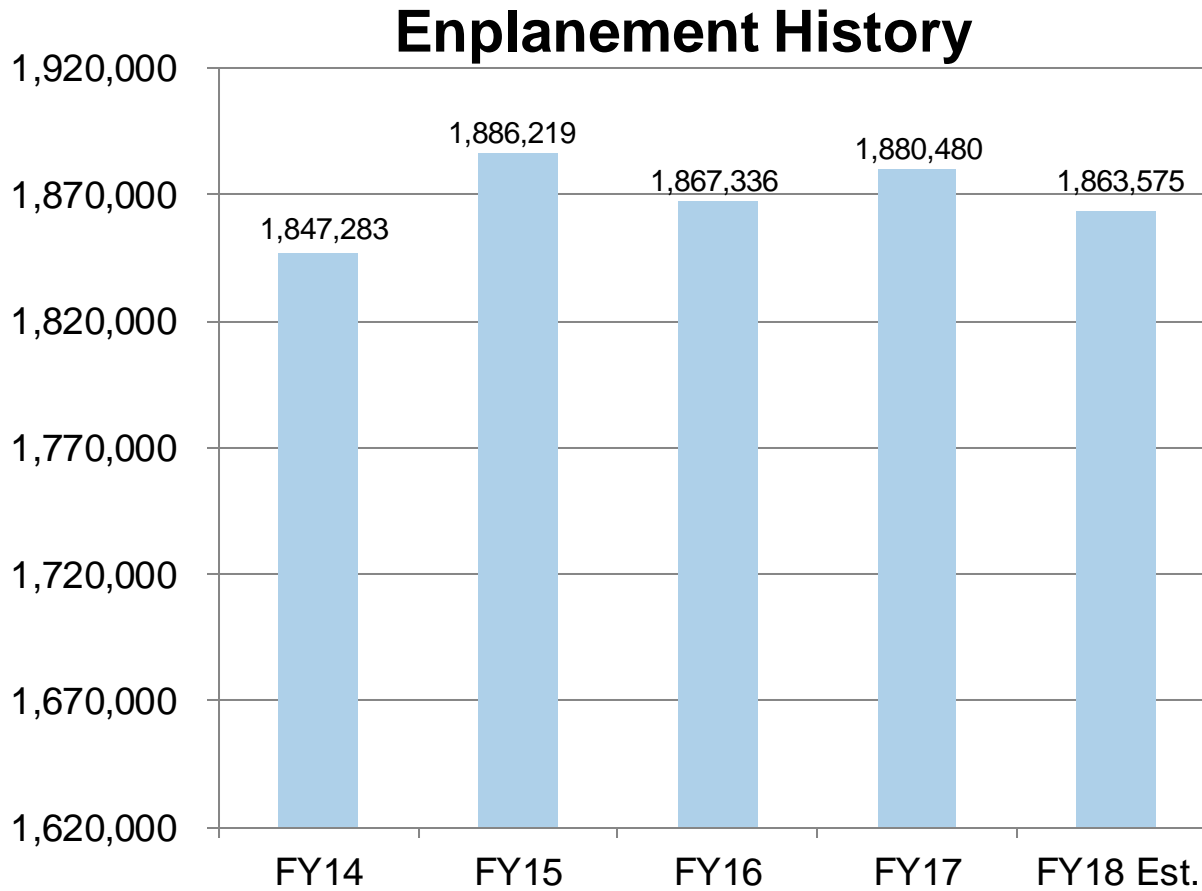


Enplanement:

Airline industry term for a revenue
boarding passenger

Encourage a Robust Economy

Progress Indicator: Enplanements at WRWA



The way we do business

Encourage a Robust Economy

Progress Indicator: Enplanements at WRWA



What Airports Does to Promote Enplanement Growth

- Air Service Development
- Prepare and plan for growth
- Promote development of airport property
- Add new technologies

Encourage a Robust Economy

Progress Indicator: Enplanements at WRWA



Air Service Development

- Regularly meet with airlines
- Work to keep cost low to carriers
- Provide marketing and some operational incentives for desired service

Encourage a Robust Economy

Progress Indicator: Enplanements at WRWA

New Markets Coming Soon:

- Orlando, FL
- San Diego, CA



23 Nonstop Destinations



The way we do business

Encourage a Robust Economy

Progress Indicator: Enplanements at WRWA

Recent Accomplishments



New Airlines:

- Alaska
- Allegiant
- Frontier (begins service 11/1/17)

New markets:

- Seattle
- Los Angeles
- Orlando/Sanford
- Destin/Ft. Walton Beach
- Orlando (begins service 11/1/17)
- San Diego (begins spring 2018)

New Enhancements:

- Larger aircraft on United's OKC/Newark
- American larger aircraft to DFW
- Southwest add. frequencies to Dallas Love and Denver



The way we do business

Encourage a Robust Economy

Progress Indicator: Enplanements at WRWA

Impacts Effecting Air Service

Markets:

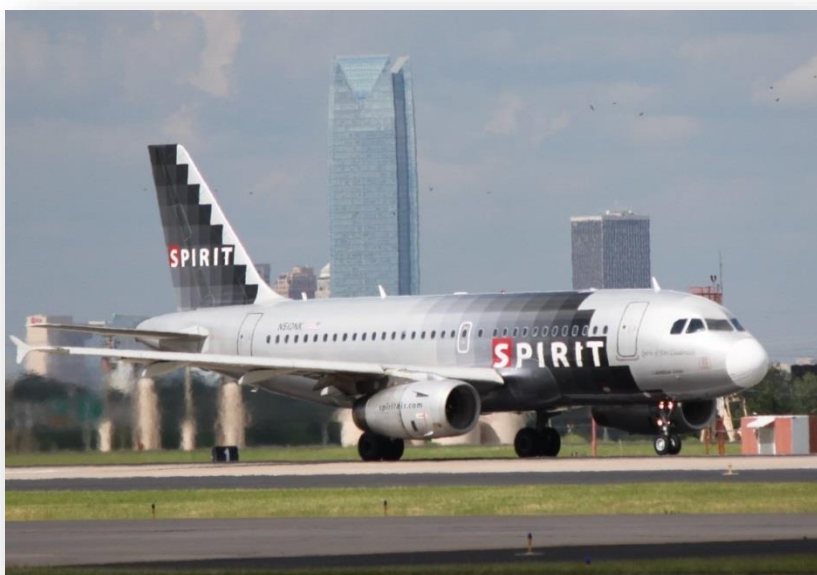
- Southwest Atlanta service
- Seasonal adjustments –
United & Newark, Southwest
& Midway



The way we do business

Encourage a Robust Economy

Progress Indicator: Enplanements at WRWA



Ongoing Efforts

Markets:

- Ronald Reagan Washington National (DCA)
- New York LaGuardia (LGA)
- Miami/Southern Florida
- Philadelphia

Airlines:

- Spirit
- Jet Blue



The way we do business

Encourage a Robust Economy

Progress Indicator: Enplanements at WRWA



Planning for Growth

- Terminal Expansion
- Runway and Taxiway Improvements

Encourage a Robust Economy

Progress Indicator: Enplanements at WRWA

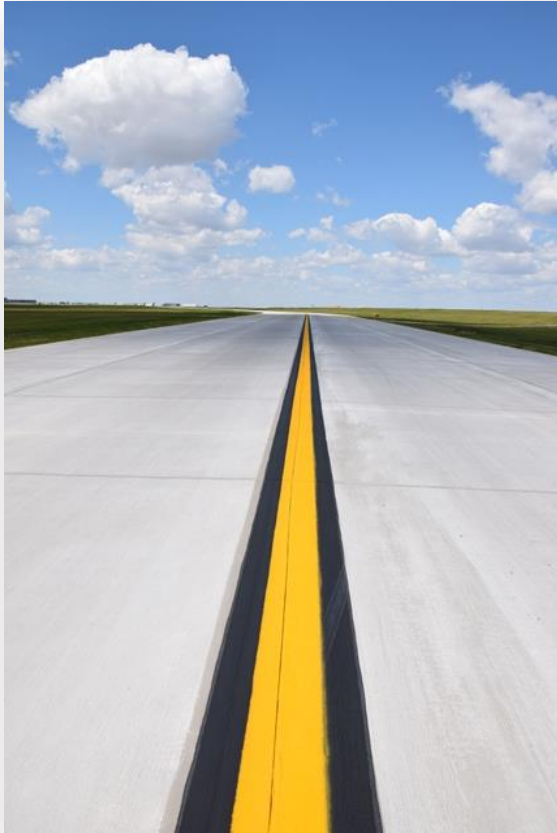


TERMINAL EXPANSION

- Consolidate and streamline security checkpoint
- Add four additional gates
- Enlarge meeter/greeter lounges and add public circulation space
- Improve passenger experience

Encourage a Robust Economy

Progress Indicator: Enplanements at WRWA



RUNWAY & TAXIWAY IMPROVEMENTS

- WRWA can handle 99% of all commercial aircraft
- Enables development
- Improving/adding taxiways avoid traffic congestion and potential delays



The way we do business

Encourage a Robust Economy

Progress Indicator: Enplanements at WRWA



Promote Development of Airport Property

- New businesses encourage growth in air service
- Creates jobs
- Encourages growth in conventions and tourism

Encourage a Robust Economy

Progress Indicator: Enplanements at WRWA



Add New Technologies

- Checked Baggage Inspection System (CBIS)
- Parking Revenue Control System (PARCS) and Parking Guidance System

Encourage a Robust Local Economy

Airports



Questions?