

# OKLAHOMA'S GLOBAL REPORT

2015 Annual Report

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**OKLAHOMA**  
DEPARTMENT OF COMMERCE

**Oklahoma's Global Team offers trade and export assistance to Oklahoma companies** looking to sell their products and services in the global marketplace and **promotes the state to international companies** looking to relocate to or expand in the U.S.

# \$160M

**FOREIGN DIRECT INVESTMENT PROJECTS** WON BY THE OKLAHOMA GLOBAL TEAM IN FY2015 TOTALED NEARLY \$160M

# 87

**OKLAHOMA COMPANIES ASSISTED WITH INTERNATIONAL BUSINESS NEEDS IN FY2015**

# \$5.3B

OKLAHOMA EXPORTS TOTAL **MORE THAN \$5.3 BILLION** FOR THE STATE FROM **MORE THAN 3,000 COMPANIES**

# 12.8%

AEROSPACE EXPORTS **GREW BY 12.8% FROM 2014**

# \$2.0B

MACHINERY ACCOUNTED FOR NEARLY **\$2 BILLION** OF OKLAHOMA'S TOTAL **MERCHANDISE EXPORTS IN 2015**

## LEADING OKLAHOMA EXPORTS TO **THE WORLD**

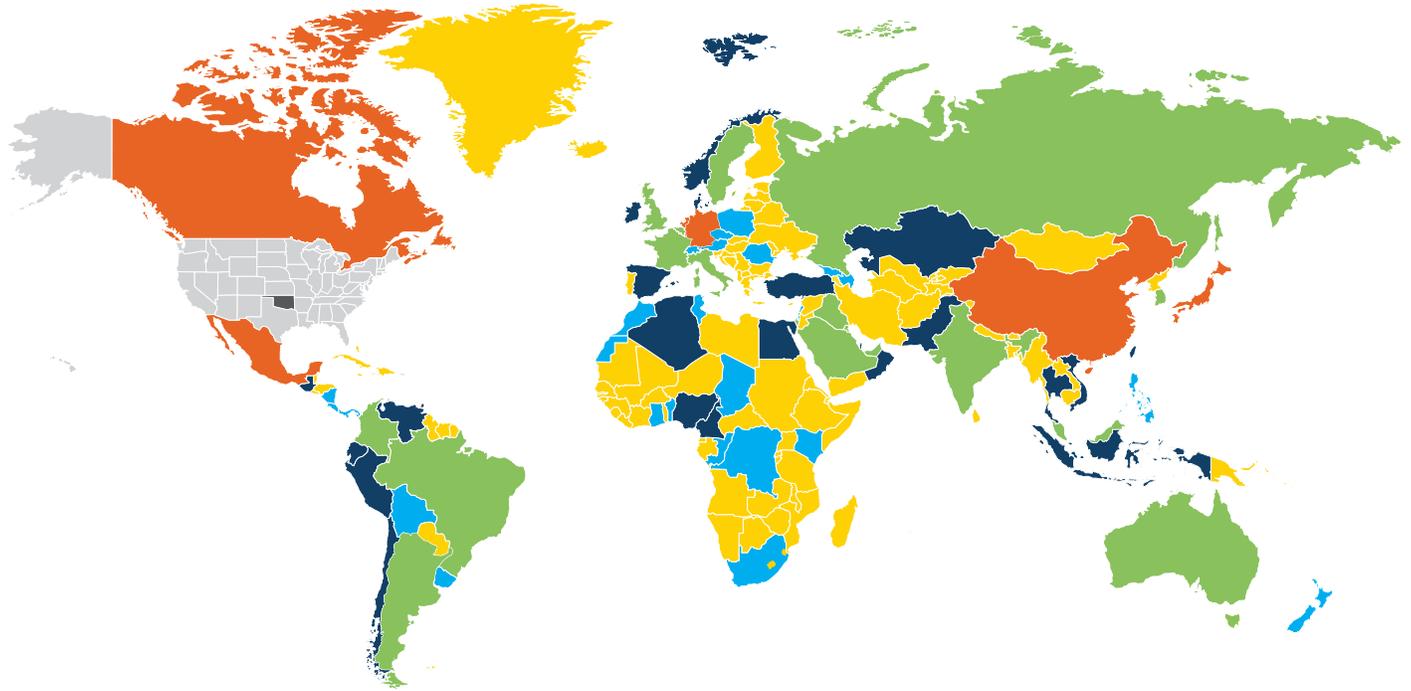
### TOP 5 **OKLAHOMA EXPORTS & COMMODITY MARKET SHARE**

<b>1.</b> MACHINERY (except electrical)	\$ 1,956,526,036	<b>37.2%</b>
<b>2.</b> ELECTRICAL MACHINERY	\$639,439,008	<b>12.2%</b>
<b>3.</b> AIRCRAFT, SPACECRAFT & PARTS THEREOF	\$448,971,923	<b>8.5%</b>
<b>4.</b> VEHICLES (not railway)	\$247,571,595	<b>4.7%</b>
<b>5.</b> OPTIC, PHOTO, ETC., MEDICAL OR SURGICAL INSTRUMENTS	\$232,573,110	<b>4.4%</b>

**TOTAL EXPORTS**

**\$5,257,794,259**

# OKLAHOMA EXPORTS



**Color Key:**

% from total 2015 exports



**\$5,257,794,259**  
**TOTAL 2015 OKLAHOMA EXPORTS**

**Market Share Values for Top-Exporting Markets:**

<b>\$1,567,268,850</b>	<b>\$565,178,973</b>	<b>\$278,577,454</b>	<b>\$237,670,393</b>	<b>\$227,496,078</b>
CANADA - 29.81%	MEXICO - 10.75%	GERMANY - 5.3%	JAPAN - 4.52%	SINGAPORE - 4.33%

<b>\$100M - \$200M</b>	
CHINA - 3.16%	<b>\$165,917,526</b>
NETHERLANDS - 3.07%	<b>\$161,496,441</b>
AUSTRALIA - 2.32%	<b>\$121,938,267</b>
UNITED KINGDOM - 2.15%	<b>\$112,862,871</b>
SAUDI ARABIA - 1.96%	<b>\$102,982,253</b>



**OKLAHOMA**

**Small and medium-sized firms generated one-quarter (24.6 percent) of Oklahoma's total exports of merchandise.**

*Source: Office of Trade and Economic Analysis, International Trade Administration, U.S. Department of Commerce*

# OKLAHOMA'S INTERNATIONAL TRADE OFFICES

Oklahoma's trade offices, domestic and abroad, offer trade and export assistance to Oklahoma companies looking to sell their products and services in the global marketplace. In 2015, Oklahoma's domestic and international trade offices provided services to 87 Oklahoma companies, 54 of those companies were served directly by the international trade offices.

## SERVICES PROVIDED BY OKLAHOMA'S INTERNATIONAL TRADE OFFICES:

- International Trade Counseling/Marketing Entry Strategy Consulting
- International Regulations/Certifications/Standards Assistance
- International Agent/Distributor/Partner Searches
- Vetted International Trade Leads & Bidding Opportunities
- International Trade Show Assistance
- Comprehensive Market Research Reports
- International Due Diligence Requests
- Sourcing Assistance

## INTERNATIONAL TRADE OFFICES LOCATED IN:

- Mexico
- Israel – Middle East Region
- China



“Sawyer Manufacturing is fully committed to expanding its international reach in today’s global marketplace, and with the support of the Oklahoma Department of Commerce (ODOC), I have been able to travel to Mexico multiple times to further explore business opportunities for our company. Each time, the ODOC team went above and beyond in organizing productive and informative trips that allowed me to meet with key leaders of companies, and as a result we have generated several positive leads. There is no doubt Sawyer benefits from these opportunities, and as a result, all of Oklahoma benefits as well.”

Andrew Martins, International Sales Director,  
Sawyer Manufacturing Company

“Everest Sciences is a Tulsa-based startup focused on Inlet chilling for gas turbines and air compressors. Working with ODOC, the company increased its visibility in Mexico through the CMP annual oil and gas trade show, and also was introduced to Equipos Industriales del Golfo, S.A. (EIGSA), which is today its distribution partner in Mexico. Through these efforts, as well as hard work on the company’s side, Everest Sciences signed a contract with Petroleos Mexicanos (PEMEX) in late 2014, received a purchase order in January of 2015 and has built and delivered the first two of three inlet chilling systems for use in PEMEX’s southern regional natural gas distribution network.”

Eric Warren, Vice President of Marketing and Administration, Everest Sciences Corporation

# OKLAHOMA'S FOREIGN DIRECT INVESTMENT EFFORTS

- Foreign-owned companies employ 46,200 Oklahoma workers. Major sources of investment into Oklahoma include the United Kingdom, Canada, France, Switzerland and Germany. (Source: International Trade Administration)
- More than 50 percent of jobs at U.S. subsidiaries in Oklahoma are in the manufacturing industry, accounting for 24,100 jobs. (Source: Organization for International Investment)
- Oklahoma's FDI inflows frequently are consistent with national FDI inflow trends.

## INTERNATIONAL COMPANIES ESTABLISHED OR EXPANDED IN 2015

COMPANY	OKLAHOMA LOCATION	PARENT LOCATION
Cytovance Biologics	Oklahoma City	Shenzhen, CHINA
Ferra Aerospace, Inc.	Grove	Brisbane, AUSTRALIA
Hopkins Manufacturing	Miami	Toronto, Ontario, CANADA
Lower 48 Onshore	Oklahoma City	London, UNITED KINGDOM
Oklahoma Safety Equipment Co.	Broken Arrow	Amersham, UNITED KINGDOM
Sitel Corp.	Bartlesville	Toronto, Ontario, CANADA
Smith and Nephew Inc.	Oklahoma City	London, UNITED KINGDOM

Companies that established operations in or expanded to Oklahoma in 2015 covered various industries and represented various industries, including biosciences, aerospace, energy, manufacturing and information and financial services. These companies anticipate adding more than 300 jobs.

Australian aerospace company Ferra Aerospace expanded their Grove, Okla. facility.



Canadian-based call center Sitel Corp. expanded their Bartlesville operation to add 100 new employees.



Cytovance Biologics completed the 30,000-sq-ft expansion of their OKC facility and was acquired by the U.S. subsidiary of Chinese-based Shenzhen Hepalink Pharmaceutical Co., Ltd.



Lower 48 Onshore, a subsidiary of BP, headquartered in the UK, expanded their Broken Arrow, Okla. operation.



# OKLAHOMA'S **WORLD-CLASS PROFESSIONAL FOREIGN DIRECT INVESTMENT SERVICES INCLUDE:**

- International site location assistance
- Incentive analysis
- Cost of doing business benchmark reports
- Customized site visits
- Market entry strategy assistance
- Visa assistance
- State and local partnerships
- International supplier/partner identification
- Workforce recruitment and hiring
- Regulatory and permitting assistance
- Foreign entrepreneur support

## OKLAHOMA FOREIGN DIRECT INVESTMENT PARTNER ORGANIZATIONS

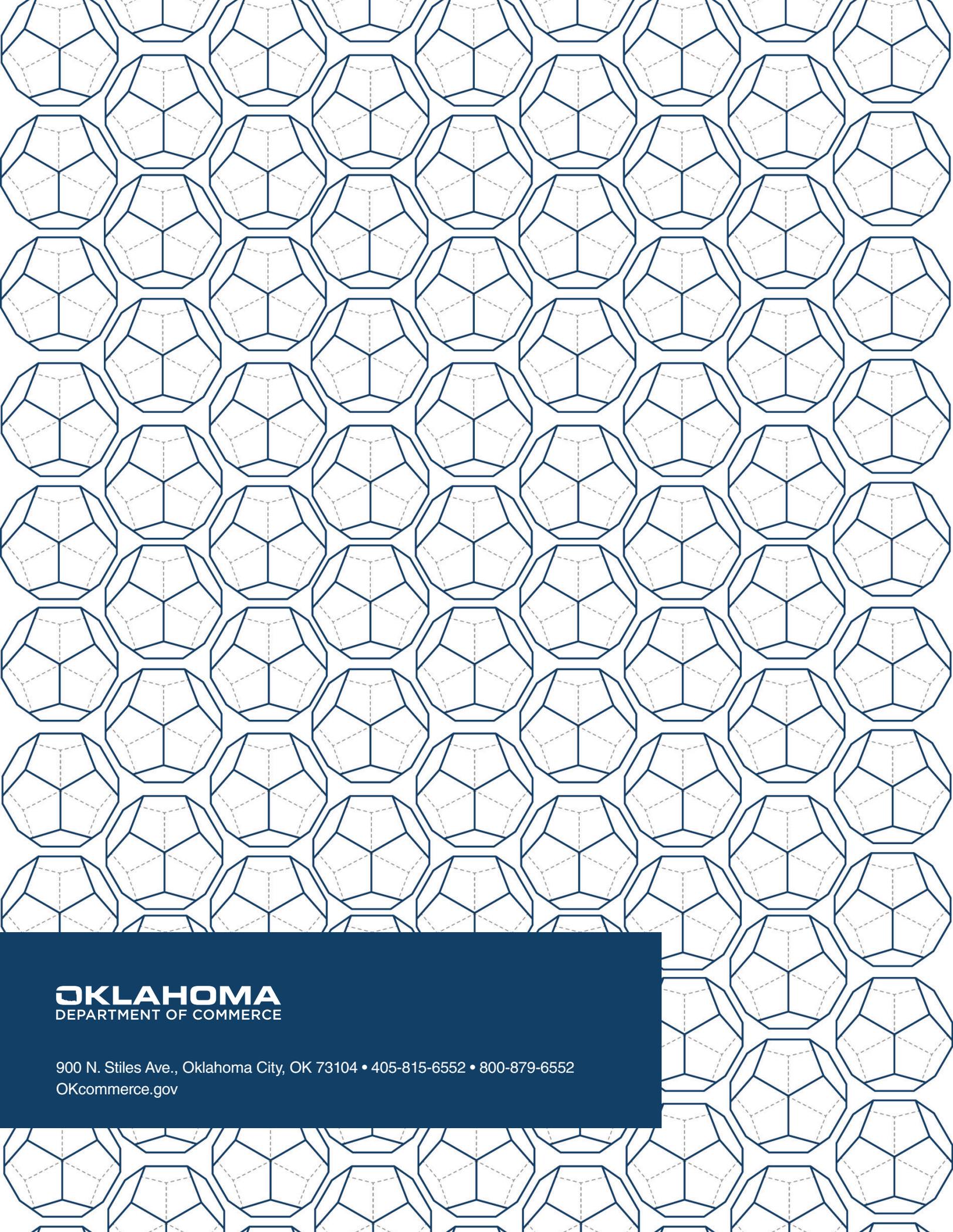
ORGANIZATION	WEBSITE	CONTACT
Ardmore Development Authority	ardmoredevelopment.com	Mita Bates, President & CEO
Bartlesville Development Authority	bdaok.org	David Wood, President & CEO
Broken Arrow Economic Development Corporation	brokenarrowchamber.com/ economic-development	Wes Smithwick, President & CEO
Duncan Area Economic Development Foundation	ok-duncan.com	Lyle Roggow, President
Greater Oklahoma City Chamber	okcchamber.com	Roy H. Williams, President & CEO
Muskogee City-County Port Authority	muskogeeport.com	Scott Robinson, Port Director
Oklahoma Business Roundtable	okbusinessroundtable.com	Ann Ackerman, President & CEO
OGE Energy Corp.	oge.com	Richard Clements, Manager of Economic Development
Public Services Company of Oklahoma	psoklahoma.com	Janet P. Smith, Manager of Economic and Business Development
Tulsa Regional Chamber	tulsachamber.com	Brien Thorstenberg, Senior Vice President of Economic Development

# OKLAHOMA'S TRADE & EXPORT SERVICES FOR OKLAHOMA COMPANIES INCLUDE:

- International trade and marketing entry consulting
- Foreign market research
- Export assistance
- Trade mission and trade show assistance
- Export financing and international trade resource referrals
- International business seminars, workshops and webinars

## OKLAHOMA TRADE & EXPORT PARTNER ORGANIZATIONS

ORGANIZATION	WEBSITE	CONTACT
Export-Import Bank of the U.S.	<a href="http://exim.gov">exim.gov</a>	Kelly Kemp, District Director
Oklahoma Department of Agriculture Food and Forestry	<a href="http://oda.state.ok.gov">oda.state.ok.gov</a>	Barbara Charlet, International Marketing Coordinator
Oklahoma District Export Council	<a href="http://districtexportcouncil.org/locator/oklahoma">districtexportcouncil.org/locator/oklahoma</a>	Chuck Mills, Director
Oklahoma Governor's International Team	<a href="http://okgit.com">okgit.com</a>	Susan Roberson, Chair
Oklahoma International Trade Center SBDC	<a href="http://okexports.okstate.edu">okexports.okstate.edu</a>	Anthony Cambas, Director
Oklahoma Manufacturing Alliance	<a href="http://okalliance.com">okalliance.com</a>	Joe Genet, Vice President
Overseas Private Investment Corporation	<a href="http://opic.gov">opic.gov</a>	Elizabeth Littlefield, President & CEO
U. S. Department of Commerce/ Oklahoma U.S. Export Assistance Center	<a href="http://export.gov/oklahoma">export.gov/oklahoma</a>	Marcus Verner, Director
U.S. Small Business Administration	<a href="http://sba.gov/offices/district/ok/oklahoma-city">sba.gov/offices/district/ok/oklahoma-city</a>	Dottie Overal, District Director



**OKLAHOMA**  
DEPARTMENT OF COMMERCE

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[OKcommerce.gov](http://OKcommerce.gov)