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## Commerce Announces New Director of Business Retention & Expansion

**Oklahoma**— The Oklahoma Department of Commerce welcomes Ray Little as the new Director of Business Retention & Expansion (BR&E). In his first few weeks, Little has launched a state-wide visitation campaign to learn more about each of the communities his team serves.

In his new role, Little supervises and works with Commerce’s Regional Development Specialists (RDS) to provide solutions for Oklahoma businesses considering expansion projects, as well as supply chain and trade opportunities, workforce assistance, and incentives for growth and new investment. The RDS team of professionals also provides resources to communities to help fund infrastructure improvements, attract retail establishments, boost tourism, and other economic development services.

“I’m confident Ray will help his team develop stronger relationships within their regions. His job will rely on his ability and skill to work with community and business leaders and to discover new directions and strategies to help them prosper,” said Charles Kimbrough, Director of the Business Group. “He is eager to get out there, to understand their needs and to work together to find solutions to the challenges they face.”

Prior to accepting his position at Commerce, Little served as a business development manager for various companies, most notably Dell and Microsoft. His in-depth experience working with executive leadership and his ability to skillfully and effectively promote the companies’ programs and products make him well-suited for his new leadership role.

“I look forward to meeting all the state’s Economic Development partners I can,” said Little. “I want to learn about their programs, find out what’s working, and hear about their successes. By helping businesses stay here in Oklahoma and even grow, we can help sustain and grow our economy,” Little explained. “I believe that through business growth we can help the people in our state, help our economy, help our schools – every facet of our lives is touched in some way by strong and vital businesses within our communities.”



**OKLAHOMA**

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Little says his primary goal is to make sure his team of RDSs provide Oklahoma communities the resources they need to grow and to prosper in their respective regions.

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