

FY

ANNUAL

REPORT

23

PARTNER

TULSA

A proud partner of the City of Tulsa



Our Mission

We are innovators who create and manage public assets and resources to drive economic growth. We invest in Tulsa's economy, businesses, neighborhoods, and people with the goal of leveraging our resources to create economic opportunity and drive equitable outcomes.



Our Vision

We envision a future where race, nativity, gender, or zip code do not determine economic opportunity, and all people can maximize their potential to create and share in Tulsa's economic prosperity.



Our Values

We love Tulsa. We are passionate about this city and its people. We are inspired daily by Tulsa's rich culture, great neighbors, and quality of life, and we can't imagine wanting to work anywhere else.

We are public servants, first and foremost. We strive to be humble stewards of public resources, oriented toward action, and dedicated to effective outcomes. We know our work is not about ribbon cuttings and project announcements, but about improving the lives of the people we serve.

We grow Tulsa's economy for everyone. We do this work because of the impact it has on our city. We acknowledge our decisions will have real consequences for people's lives and believe Tulsa is at its best when everyone benefits from participating in its economic vitality.

We are committed to equity and institutional change. We recognize both the urgency of increasing economic opportunity in Tulsa and that this takes time and sustained work. We hold ourselves accountable by investing in and institutionalizing policies, practices, metrics, and tools to foster transparency and prioritize communitywide engagement.

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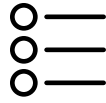


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Letter from the Executive Director

As we celebrate a successful second year of operations, I am reminded of the power and necessity of partnerships. 2022 and 2023 marked a deepening of partnerships across our efforts, as we seek to increase economic opportunity and eliminate racial disparities in Tulsa.

These partnerships start with our work on behalf of and with the City of Tulsa, and span business, industry, philanthropy, and community – reflecting the necessity of creative strategies that engage actors across multiple fronts to tackle Tulsa’s most pressing economic issues. This commitment to collaboration and partnerships is paramount to our ability to fulfill our vision of a future where race, nativity, gender, or zip code do not determine economic opportunity.

The results reported in our second annual report reflect not just our successes, but the mutual work of our team at PartnerTulsa and the many partners we work alongside throughout Tulsa and the region. Some of our favorite wins of 2022-2023 include:

- ▶ **Facilitated over \$300 million in announced investment** in Tulsa through new locations and expansions by employers and real estate projects.
- ▶ **Through 35 events made over 1,000 community touchpoints and provided support to 91 businesses** looking to grow and invest in Tulsa.

- ▶ **In partnership with the City of Tulsa, secured nearly \$52 million in new grant resources** to support critical infrastructure to help grow quality jobs in Tulsa, allow PartnerTulsa to increase its expertise and impact in support of housing development in Tulsa, better serve small businesses, and address additional Brownfield sites in support of revitalization efforts.
- ▶ **Deepened our work to support the development of quality, affordable housing** through the continued disposition and development of the Tulsa Development Authority’s legacy real estate portfolio and management of major public finance programs like the Affordable Housing Trust Fund and Downtown Development and Redevelopment Fund.

As we look to the next 12-months, we know that our continued success will be contingent upon expanding and deepening our relationships across Tulsa. Through true partnership and collaboration we can achieve great things and see the fruits of our efforts to reduce disparities and increase economic opportunity across Tulsa.

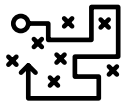


KIAN KAMAS
EXECUTIVE DIRECTOR





Seven Primary Objectives



Craft Transformative Economic Strategies



Build Capacity and Empower Communities



Leverage Public-Private Partnerships



Create Pathways to Quality Employment



Support Small Businesses and Entrepreneurs



Invest in Neighborhood Infrastructure



Build and Sustain Robust Operations



FY 23 Major Outcomes

PartnerTulsa seeks to leverage its resources in combination with grant resources to drive private investment. Annual grant funds awarded is a key measure. PartnerTulsa prioritizes resident engagement and strives to reach as many stakeholders as possible.

\$51.7m



**Awarded Grants Received
in FY 23 in Partnership
with the City of Tulsa**

35



**Engagement
Events Held**

1,014



**Residents and
Stakeholders Engaged**

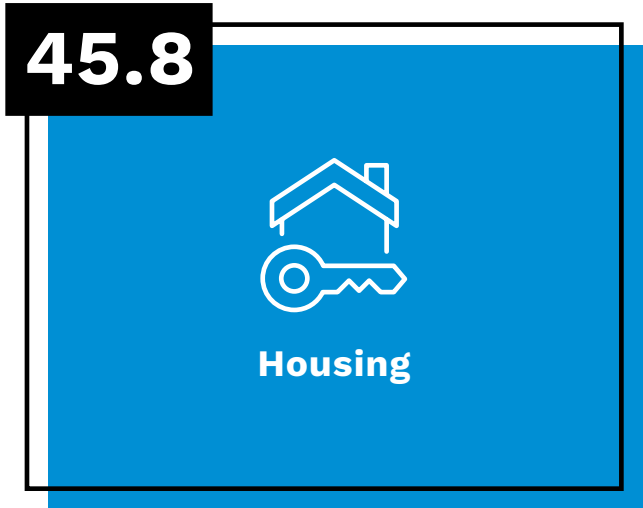
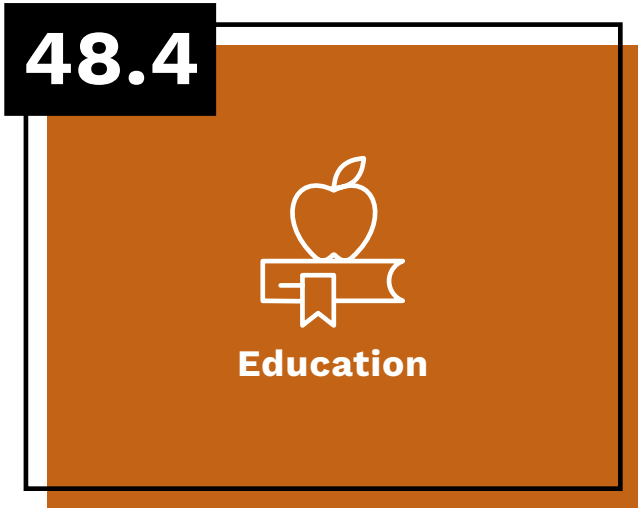
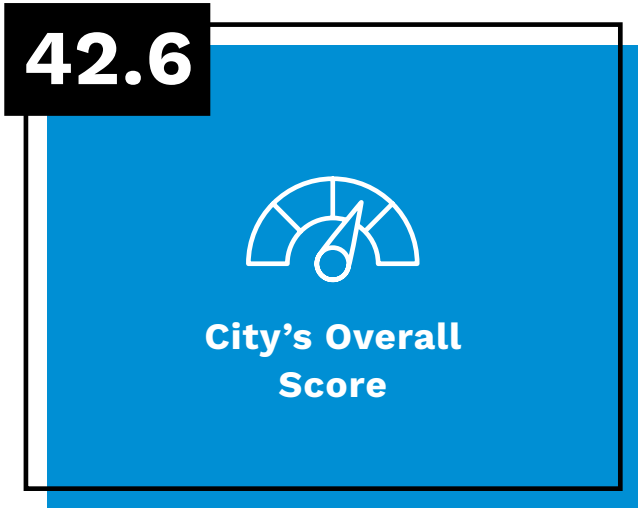


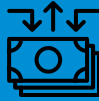
2022

Equity Indicators

PartnerTulsa is focused on advancing equity throughout Tulsa. PartnerTulsa monitors the City's Equity Indicators to gain insight into how to prioritize investments. **The City's Overall Score improved in 2022 from 40.4 to 42.6 driven by improvements in Education and Housing.**

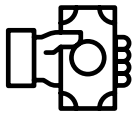
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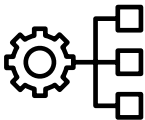
Finance and Real Estate

\$185.4m



**Private Investment Resulting
from Executed Projects**

11



**Number of Projects Under Contract,
Completed, or Under Construction**

479



Housing Units Created



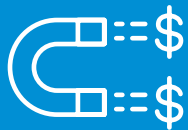
Economic and Workforce Development

91



**Businesses Supported
Through Liaison Program**

\$59.7m



**Private Capital Expenditures
Through Retention
and Attraction Program**

1,070



**Jobs Created Through
Retention and
Attraction Program**



Community Development

32



Residents Assisted Through Landlord,
Rental and Homebuyer Programs

\$71,390,000



Total Dollars Invested in Affordable Housing

107



Number of Affordable Housing Units



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Program Highlights

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Quincy Park (Formerly the Laura Dester Development)

Located on E. 8th Street and S. Rockford Avenue, the Laura Dester site – once home to the Tulsa Boys Home – faced years of uncertainty following its acquisition by the City of Tulsa to support long-term stormwater facility planning in the Pearl District. Following multiple failed development proposals, PartnerTulsa, along with the Tulsa Development Authority, partnered with Amenome, LLC. and developer Kevin Rice to breathe life back into a site that will anchor one of the largest developments in the Pearl District.



Greenwood Entrepreneurship at Moton (GEM)

The former hospital complex at 660 E. Pine St. will be converted into the roughly \$9.0 million Greenwood Entrepreneurship at Moton. The center will replace a dilapidated building that has sat vacant for years. The center will provide a space for entrepreneurs and small businesses to gather and have the opportunity to collide and exchange ideas on a scale not previously available in North Tulsa. \$1.5 million will be available to support the launch of a business accelerator and to see a fund of financial resources for businesses participating in GEM.



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Program Highlights



Developing a Governance Model for Kirkpatrick Heights-Greenwood

In January 2023, PartnerTulsa announced Tulsa’s selection as one of four (4) cities nationally to be accepted into the Opportunity Accelerator, a program which supports cities in their efforts to promote economic mobility and reduce racial disparities in their communities. Tulsa’s project focuses on developing a community-led governance model that will oversee implementation of the Kirkpatrick Heights-Greenwood Master Plan. Work on the project is expected to be completed by the end of 2023.

Supporting Infill Development and Small Developers

Through the disposition of the Tulsa Development Authority’s legacy real estate assets, PartnerTulsa is making strides on supporting the growth and development of small developers and developers of color. As of the end of June 2023, 73 percent of PartnerTulsa’s single-family home projects are led by owners or developers of color, and 50 percent of awards for development projects from the Affordable Housing Trust Fund have been to developers of color.



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Program Highlights

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Small Businesses, Great Jobs

During the development of our strategic plan, Tulsans expressed their desire to see additional focus on providing support and resources to the city's small businesses. Through an ongoing partnership with Results for America, PartnerTulsa launched the Small Businesses, Quality Jobs program and received a \$25,000 grant to support our efforts to provide small business resources in multiple languages.



Scheels Comes to Tulsa

Marking one of the biggest retail announcements in recent history, Scheels announced its plan to build a new store in Tulsa on the site of the former Sears store at Woodland Hills Mall. PartnerTulsa and the City of Tulsa established a Tax Increment Finance District to support Scheels' nearly \$130 million total investment, which will also provide additional resources to support commercial revitalization along the 71st Street Corridor over the next 15 years.



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**Growing an economy
with opportunity for all**

