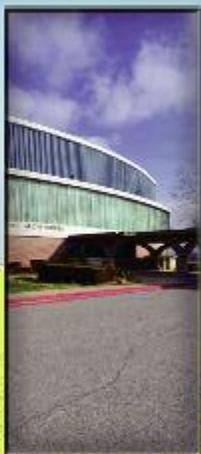
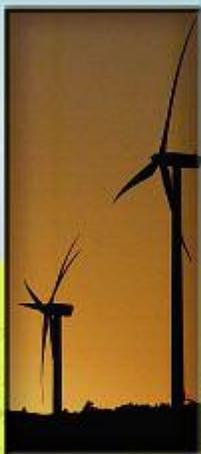


LAWTON • FORT SILL

ECONOMIC REVIEW 2013



2013 LAWTON-FORT SILL ECONOMIC REVIEW



**Special thanks to
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Economic development in Lawton-Fort Sill



Barry Albrecht

President / CEO
Lawton-Fort Sill Economic
Development Corporation

Community leaders of Lawton, Oklahoma have implemented new economic development strategies in 2012 and 2013. The new Lawton-Fort Sill Economic Development Corporation (LED) was created from the former Lawton Industrial Foundation. The organization has gone through significant changes to include a new name, new mission, and new policies and procedures to reflect an independent economic development corporation. This includes the design of new initiatives, new target markets, and a strategic action plan focused on recruitment and development of new jobs.

LED's mission is to attract new capital investment, retain and expand existing business and industries with a focus on high-technology industries, and ensure economic growth by recruiting and creating high-quality jobs in the Lawton area. Lawton has been doing economic development for years but the city leadership and community leaders have decided to be more aggressive in creating the types of jobs that fit the needs of the community.

On August 30, 2012, the new LED was officially launched. The corporate launch was attended by approximately 60 business and community leaders, media, Lawton Fort Sill Chamber of Commerce board members, and LED board members. During the event, LED unveiled three new community tools that focus on enhancing the community image and will be utilized to attract new business and industry to the region. These tools include this research document—the *Lawton-Fort Sill Economic Review*, which provides business and community leaders with regional economic and demographic information to make better-informed decisions.

Another tool is the new LED web site (www.lawtonedc.com), which provides information on key areas of the local economy, to include the city and surrounding communities, Fort Sill, major employers, maps, industrial parks, retail, airport, transportation, education, and hotels and tourism. On this web site you will find a new community video that provides information on working and living in Lawton. This new tool has been embraced and is being used by both industry and residents alike.

Military communities across the nation have been bracing for the economic effects of sequestration and the impact of \$500 billion in reductions to defense spending over the next 10 years. This has frozen investment in many of these communities, but Lawton continues to receive new developments in retail trade, along with hospitality, medical, and business services. LED is aggressively working with our congressional offices with great success in supporting our community and our industries.

Lawton is a region, not just a city. Lawton serves as an employment and retail center for numerous cities and counties. LED will be reaching out, bringing government and business leaders from surrounding counties and cities to the table. Fort Sill is more than just an economic engine—it's also a powerful workforce development entity, in much the same way as a university. A strong work ethic is one of the characteristics companies are looking for and the military provides that. It's an inherent part of the military training and culture.



**Lawton
continues to receive
new developments in
retail trade, along with
hospitality, medical,
and business
services....**



Lawton at a turning point



Fred L. Fitch
Mayor
City of Lawton

We are at an amazing turning point in Lawton, Oklahoma. By 2014, you will be able to shop at Target, Kohl's, Dick's Sporting Goods, Ulta, and Bed Bath & Beyond without having to leave Lawton. We also broke ground in December 2012 on the Hilton Garden Inn & Lawton-Fort Sill Convention Center, which will bring many state conferences to the city.

A lot of what is happening in Lawton today takes us not only to the next level, but the next level beyond that as this area becomes the true hub of Southwest Oklahoma. A lot of the great things going on are attributable to the hard work of Collett & Associates—a commercial real estate firm based in Charlotte, North Carolina, we brought in a year ago. John Collett has done a lot in a year.

These things don't happen overnight. You have to have perseverance and you have to have the community behind you—and we have both. We've been working on a downtown redevelopment project for seven years. In that time, we've acquired 12 blocks of real estate by assembling 113 parcels from 83 property owners. In those same 12 downtown blocks, we contracted with a group from Austin, Texas to build Hilton Garden Inn & Lawton-Fort Sill Convention Center with 365 rooms, and, even more importantly, a much needed conference facility.

Until now, we have not had a facility that can put on a 1,100-person, stand-up reception or 850-person sit-down dinner. They broke ground in December 2012 and should be done in April 2014. This will allow us, for the first time, to book state conventions. Right now, the only two cities that can do that are Oklahoma City and Tulsa, but a lot of smaller groups don't want to pay the higher prices charged in those cities. We've built 11 other hotels in the past five to ten years that can accommodate conference overflow.

But we're not just focused on downtown. Target and TJ Maxx—both currently under construction—will be on the city's west side. On the east side, we will have the potential to build 20,000 homes once the 9-Mile Sewer Line is completed in six years. During my first term as mayor, we acquired right-of-way for the 9-Mile Sewer Line. The sewer is the missing link. We have water, gas, and power lines in place. Once we have sewer, we will have a lot of retail, a lot of commerce, and an industrial park east of I-44.

The industrial park on the east is especially important to support Lawton Public Schools. Goodyear Tire & Rubber Company, Bar-S Foods Company, and Republic Paperboard Company are valued and cherished assets in Lawton, but the ad-valorem tax from these major employers goes to the Cache School District, not Lawton Public Schools. It's time we build this town in a direction to get the ad-valorem for Lawton Public Schools.

In a period of three years, we're adding almost one million square feet of retail, which is expected to generate \$8 million a year in new sales tax revenue that can be invested in capital improvement projects. We're going to have money to put into our streets, a new fire station, and a lot of things we've needed but haven't been able to do. But you can only grow if you have water. We've been working to secure our future water supply. We now have 100 percent of the water rights to Waurika Lake. We previously had only 27 percent, but worked with Army Corps of Engineers to get full ownership. This assures our water supply for the next 75 to 80 years.

**The relationship
between Fort Sill and
Lawton is just fantastic.
We have a relationship
that is second to
none.**

Diversifying our economy is a big priority for us. We have to figure out ways to develop without relying on state and federal government. You've got to go after the low-hanging fruit to match our assets. The low-hanging fruit for us are defense contractors and food industry. Our assets are excellent workers. We have a solid work ethic and we're a nonunion city.

We have been able to grow Fort Sill with the Base Realignment and Closure Commission. The relationship between Fort Sill and Lawton is just fantastic. We have a relationship that is second to none. We have seen leadership at Fort Sill that has helped keep us in a good position. We have a lot of retired generals who came back here to live. They fight for Lawton. They fight for Fort Sill. But with the many challenges facing defense, even beyond sequestration, we need to continue to diversify—and that's the direction we're headed.



A review of the national, state, and local economy

National

During the recession of 2008 and 2009, the national economy lost 8.7 million jobs. From 2010 through 2012, 5.3 million were gained back. In 2012, 2.2 million jobs were created, up from 2.1 million in 2011. Preliminary estimates for January and February 2013 reflect the creation of 355,000 jobs, down from 582,000 in the same period the year prior. The national unemployment rate in 2012 was 8.1 percent. Unemployment declined relatively steadily throughout the year and into 2013, with the seasonally adjusted monthly rate falling to 7.7 percent in February 2013. This was down from the peak of 10 percent in October 2009. The nation's gross domestic product (GDP), the broadest measure of economic activity measuring the value of all goods and services produced in the economy, was up for 14 consecutive quarters from the third quarter of 2009 through the fourth quarter of 2012. Real (inflation-adjusted) GDP declined 0.3 and 3.1 percent, respectively, in the recessionary years of 2008 and 2009. Since then, GDP increased 2.4, 1.8, and 2.2 percent in 2010, 2011, and 2012, respectively. Consumer price inflation was 1.6 percent in 2010, 3.2 percent in 2011, and 2.1 percent in 2012. Higher inflation in 2011 was attributable to a spike in oil and energy prices mid-year, which contributed to slower economic growth that year. Consumer price inflation slowed in 2012 led by declines in oil and energy.

Oklahoma

Oklahoma's GDP grew by 2 percent in 2010 and 1 percent in 2011. In 2011, Oklahoma's economic growth rate ranked 29th in the nation. Oklahoma gained 21,700 nonfarm jobs in the 12 months ended in February 2013, for job growth of 1.4 percent. In February 2013, Oklahoma's seasonally adjusted unemployment rate was 5 percent, down from 5.3 percent a year prior.

Lawton

The Lawton MSA's real GDP grew by 5.4 percent in 2009, 3.3 percent in 2010, and 0.9 percent in 2011. During the national recession in 2008 and 2009, the area did not see the decline in GDP characteristic of

recessions. This was due primarily to growth spurred by the Defense Department's 2005 Base Realignment and Closure (BRAC) process, which relocated military units from Fort Bliss to Fort Sill. The influx of personnel and associated residential and commercial construction activity spared the area from the worst of the recession. Since then, BRAC-related construction and related economic activity has leveled off and economic growth has slowed.

The Lawton MSA unemployment rate in 2012 was 6.5 percent, down two-tenths of a point from 6.7 percent in 2011. In 2012, the Lawton MSA lost 500 nonfarm jobs for job growth of -1.1 percent. The only industries to see positive job growth were construction, educational and health services, and local government. Manufacturing, transportation and utilities, financial activities, professional and business services, leisure and hospitality, and the federal government each shed jobs, while all other industries stabilized. Private sector jobs fell by 400 for growth of -1.4 percent. The government sector stabilized at 2011 levels in 2012 with job losses in federal government offset by gains in local government.

Retail sales in the Lawton MSA were down 0.3 percent in 2012, the fourth consecutive year of decline following strong growth of 11.7 percent in 2008. The spike in 2008 was likely related to BRAC, which increased the population and number of consumers in the area. Despite declines from 2009 through 2012, sales levels have remained considerably above the pre-BRAC years. Restaurant and bar sales were up 3.4 percent in 2012, the second year of growth following a 7.8 percent decline in 2010. In fiscal year 2012, hotel and motel receipts from establishments located in Lawton city limits were down 3.9 percent, the second year of decline following four consecutive years of double-digit growth. As with retail sales, the area's restaurant and bar sales and city accommodation receipts have remained above pre-BRAC levels.

New home construction in the Lawton area in recent years has also been driven primarily by BRAC. The influx of military and civilian personnel and their families increased the demand for housing. This insulated the Lawton area from the housing market crash that affected most of the rest of the nation beginning in 2007. The BRAC relocations have since been completed and the initial surge in new construction has leveled off. This led to declines from 2010 through 2012 from the previous years' surges. The number of new single family residential units constructed in the Lawton area in 2012 was down by nearly half from the housing boom peak in 2005, and was down nearly 40 percent from the post-BRAC boom in 2009.

In 2012, the number of homes sold in the Lawton area was down 4.6 percent. The median sale price was \$125,000, up 2.3 percent. The average home sold was on the market for 103 days, up from 86. At the end of December 2012, there was an inventory of 933 single family residential units for sale in the Lawton area listed on the Oklahoma Multiple Listing Service—an 8.3 month supply (up from a 7.8 month supply at the end of December 2011).

From 2007 through 2012, Lawton saw more than \$390 million in new commercial construction investment with more than 1,900 commercial construction projects (including new construction and remodeling/additions). As with residential construction, much of the commercial construction boom in the city in recent years has been driven by the 2005 BRAC. The influx of military and civilian personnel and their families increased the demand for commercial goods and services, insulating the Lawton area from the economic downturn that affected most of the rest of the nation.

From 2007
through 2012,
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The City of Lawton

Overview

The City of Lawton, founded in 1901, is the largest of 10 cities and towns in Comanche County. It serves as the county seat and is the fifth largest city in Oklahoma. At an elevation of 1,150 feet, Lawton is located approximately 90 miles southwest of Oklahoma City along Interstate 44. Fort Sill, an active U.S. Army installation, is located on the city's north side and is part of city limits as the result of annexation in the 1990s. The Wichita Mountains National Wildlife Refuge is located northwest of Lawton. Average monthly

LAWTON WEATHER

MONTH	AVG. HIGH	AVG. LOW	AVG. TEMP.	PRECIP. (IN.)
January	49.9	26.4	38.2	1.15
February	55.9	31.4	43.7	1.44
March	64.6	40.1	52.4	2.54
April	73.4	49.3	61.4	2.91
May	81.5	59.4	70.5	5.08
June	90.0	68.1	79.1	3.97
July	95.7	72.6	84.2	2.01
August	94.7	71.5	83.1	2.36
September	86.1	63.4	74.8	3.37
October	75.6	51.5	63.6	3.24
November	61.9	39.4	50.7	1.89
December	52.1	29.7	40.9	1.68
Annual	73.5	50.2	61.9	31.64

Source: National Weather Service.

temperatures range from a low of 26°F in December to a high of 96°F in July. With a population of 98,177 as of 2011, Lawton accounts for nearly 80 percent of the countywide population. The smaller cities and towns of Cache, Chattanooga, Elgin, Faxon, Fletcher, Geronimo, Indianoma, Medicine Park, and Sterling, along with unincorporated areas, make up the remainder.

COST OF LIVING COMPARISONS

	LAWTON	OKLAHOMA CITY	TULSA
2008	92.4	88.7	88.2
2009	86.7	89.9	87.4
2010	93.8	91.7	88.4
2011	95.6	90.5	90.0
2012	97.3	90.8	89.2

Note: The average for all participating places nationwide equals 100 and each participant's index is read as a percentage of the average for all places. Source: Council for Community and Economic Research (C2ER), Cost of Living Index.

Cost of Living

According to the Council for Community and Economic Research's Cost of Living Index (COLI), the cost of living in Lawton was 2.7 percent below the national average in 2012, up from 4.4 percent below in 2011. The COLI measures relative price levels for consumer goods and services in more than 300 participating areas in all 50 states. The index includes weighted sub-indices for grocery items, housing, utilities, transportation, healthcare, and miscellaneous goods and services.

In 2012, all categories of cost were lower in Lawton than nationwide except transportation (which includes gasoline and automobile maintenance) and health care. Transportation costs in Lawton in 2012 were 11.5 percent higher than the average of nationwide participants, up from 4.2 percent higher in 2011. Healthcare costs were 4.9 percent above the national average, up from 5.4 percent below in 2011.

In 2012, housing costs in Lawton, which include home prices, rental rates, and mortgage rates, were 10.6 percent below the national average, down from 1.8 percent below in 2011. Local grocery costs were 3.8 percent below the national average, up from 5 percent below. The local cost of miscellaneous goods and services was 0.9 percent below the national average, up from 8.3 percent below in 2011. The cost of utilities was 6.9 percent below the national average in 2012, the same as 2011.

LAWTON COST OF LIVING

	COMPOSITE INDEX	GROCERY ITEMS	HOUSING	UTILITIES	TRANSPORTATION	HEALTH CARE	MISC. GOODS & SERVICES
2008	92.4	99.7	79.0	93.3	96.5	92.5	99.9
2009	86.7	91.1	77.2	81.8	101.9	93.8	88.4
2010	93.8	96.3	86.8	87.7	106.9	96.0	96.6
2011	95.6	95.0	98.2	93.1	104.2	94.6	91.7
2012	97.3	96.2	89.4	93.1	111.5	104.9	99.1

Note: The average for all participating places nationwide equals 100 and each participant's index is read as a percentage of the average for all places. Source: Council for Community and Economic Research (C2ER), Cost of Living Index.

Tax Rates

SALES TAX

The sales tax rate in Lawton is 4.125 percent, which is added to a base of 4.75 percent, which includes county (0.25 percent) and state (4.5 percent) rates. The city sales tax funds the city's general operations, along with capital improvement projects and Lawton Public Schools. The county sales tax funds economic development and the county jail.

PROPERTY TAX

There are more than 37 different property tax rates in Comanche County depending on the school district, city, and vocational-technical school district in which the property is located. Rates vary from about \$75 to \$110 per \$1,000 of assessed value. The county applies an assessment ratio of 11.25 percent (for both real and personal property) to the market value, with a \$1,000 homestead exemption. Thus, property valued at \$150,000 would have an assessed value of \$16,875, reduced to \$15,875 after the exemption. Depending on location of the property within the county, annual taxes would range from about \$1,190 to \$1,750.

LAWTON SALES TAX RATES

	RATE %
State of Oklahoma	4.500
Comanche County	0.250
City of Lawton	4.125
TOTAL	8.875

Note: As of April 1, 2013. Source: Oklahoma Tax Commission.



Economic development

Overview

According to *Area Development Magazine*, in 2012 Oklahoma ranked 10th nationwide among the Top States for Doing Business, fifth for economic development incentives and workforce development programs, and fifth in leading the economic recovery. In 2011, *Forbes* magazine ranked Lawton 84th in its Best Small Places for Business and Career. Within that ranking, Lawton was 11th in the job growth category.

As Lawton's largest employer, Fort Sill is the main economic engine of the region. Much of what makes Fort Sill an ideal location to mobilize the armed forces also makes the area ideal for commercial activity. This includes close proximity to Oklahoma City (90 miles), proximity to Altus and Sheppard air bases (each is 50 miles via four-lane divided highway), location along Interstate 44 and three major U.S. highways, rail lines serving Burlington Northern and Union Pacific, direct interstate highway access to Dallas-Fort Worth (180 miles), controlled airspace suitable for manned and unmanned systems testing and training, and the full-service Lawton-Fort Sill Regional Airport, capable of handling any size commercial aircraft with commercial service provided by American Eagle. In addition to Fort Sill, the City of Lawton is home to several other large employers, including Goodyear Tire & Rubber and Bar-S Foods, a leading meat processing company. Lawton is also home to Cameron University, which attracts students from across Oklahoma, the United States, and more than 50 different countries.

Lawton-Fort Sill Economic Development Corporation

Lawton-Fort Sill Economic Development Corporation is a 501(c)(6) not-for-profit corporation supported and led by local business and community leaders, city government, and top academic institutions. Its mission is to drive and ensure economic growth by recruiting and creating high-quality jobs for the Lawton area. This includes attracting new capital investment, and retaining and expanding existing businesses and industries with a focus on high-technology industries. Lawton-Fort Sill EDC services include economic development project management; marketing the region to attract prospective employers, funding, and investors; custom demographic research and economic impact analysis; building and site location

inventory; real estate analysis and market research, including site selection assistance for builders and developers; facilitation of state and local incentives; direct access to financial services; coordination of design and implantation of customized business and industry training; local government-relation services to new industries; Industrial Development Agency liaison; and community economic development planning. For more information, visit www.lawtonedc.com.

Industrial Land

Lawton-Fort Sill EDC can facilitate public/private partnerships and incentive packages for industrial development. The Greater Lawton Area contains numerous industrial parks with land and services readily available for a variety of uses. This includes two major industrial parks within Lawton city limits: one on the southwest side and the other adjacent to the Lawton-Fort Sill Regional Airport. Industrial parks are also located throughout the region in the communities of Elgin, Duncan, Hobart, Altus, and Fredrick. Numerous sites are rail served; present uses include large tire manufacturing, food processing, cosmetics, and aerospace and defense companies.

Local Economic Development Incentives

Lawton-Fort Sill EDC can help coordinate incentive packages designed to aid customers in building cost-effective profitable operations. Packages have ranged from several hundred-thousand dollars to several million dollars. Lawton-Fort Sill EDC takes into account several factors when considering incentive packages, including total capital investment in building and equipment, number of employees, pay rates, benefits offered to employees, and size of the site needed. Local incentives include building sites at no cost, build-to-suit with lease-back, infrastructure assistance, and no-cost corporate training.

Lawton Downtown Redevelopment Plan

Lawton's downtown redevelopment plan includes provisions to assist both regional and neighborhood retail development. The City of Lawton may assist an eligible retailer or retail developer by providing certain public infrastructure improvements, including roadways, traffic signals, utility extensions, drainage improvements, streetscape improvements, extended public transportation network, parking garages, fire hydrants, and related infrastructure. In determining assistance to be provided, the Lawton City Council considers the cost of the assistance (including labor costs of city staff), cost of city services such as police and fire, wear and tear on city streets and roads, transfer losses from existing merchants, and increased burden on water, sewer, and storm systems. The city may also provide tax increment financing to projects to achieve specific public policy objectives, such as eliminating blight, encouraging economic revitalization, and encouraging investment and development that otherwise would be difficult or impossible.

Oklahoma Economic Development Incentives

Contact Lawton-Fort Sill EDC for more information on these and other state-level incentive programs:

QUALITY JOBS 10-YEAR CASH INCENTIVE

The Quality Jobs program provides a cash rebate to companies that create well-paid jobs and promote economic development. Cash payments up to 5 percent of new payroll are made up to 10 years. Companies must meet average county wage or \$31,297, whichever is lower; achieve \$2.5 million in new annual payroll within 3 years; and offer basic health insurance. This incentive may be combined with Investment/New Jobs Tax Credit under certain circumstances.

SMALL EMPLOYER QUALITY JOBS 7-YEAR CASH INCENTIVE

The Small Employer Quality Jobs Program is targeted to manufacturers, providing incentive payments to a qualifying small employer. Payments may reach as high as 5 percent of new taxable payroll and last up to seven years. Qualifying payroll must be attributable to annual salaries at least 110 to 125 percent of the average wage of the county in which the jobs are located. Cash payments up to 5 percent of new payroll may be made up to 7 years. Companies must have 90 or fewer employees, meet 110 percent of the average county wage, have 75 percent out-of-state sales, and offer basic health insurance.

INVESTMENT/NEW JOBS TAX CREDIT PACKAGE

Investment/New Jobs Tax Credits provide growing manufacturers a significant tax credit based on either an investment in depreciable property OR the addition of full-time-equivalent employees engaged in manufacturing, processing, or aircraft maintenance. There is a choice of tax credit based on investment or new employees. Five-year state tax credit is available on the greater of 1 percent per year of investment in new depreciable property or \$500 per new employee. The credit doubles in Enterprise Zones or if investment exceeds \$40 million, with a minimum investment of \$50,000. Credits may be combined with Quality Jobs under certain circumstances.

QUALITY JOBS + INVESTMENT TAX CREDITS

These incentives target manufacturing industries that have a large capital investment of at least \$40 million in addition to creating new jobs that pay higher than average wages. The incentives also allow a five-year tax credit of 2 percent per year of investment in qualified new depreciable property.

21ST CENTURY QUALITY JOBS 10-YEAR CASH INCENTIVE

This incentive rewards businesses with a highly skilled, knowledge-based workforce, including professional, scientific and technical services; music, film, and performing arts; and specialty hospitals. It requires at least 10 full-time jobs at an average annual wage of the lesser of \$101,973 or 300 percent of the county's average wage and allows a net benefit rate up to 10 percent of payroll up to 10 years. Out-of-state sales must be at least 50 percent.

PRIMEWIN PRIME CONTRACTOR INCENTIVE

PrimeWIN provides a cash benefit and certified subcontractor base for federal prime contractors. PrimeWIN is a performance-based program that requires subcontracting with an Oklahoma workforce. It offers federal prime contractors a cash rebate up to 2 percent of the Oklahoma workforce loaded labor cost. Cash incentives are paid quarterly for a maximum of 10 years by the Oklahoma Tax Commission. PrimeWIN provides contractors with an easy-to-access conduit to hundreds of pre-certified subcontractors assuring productivity and quality while meeting schedule demands.

ECONOMIC DEVELOPMENT POOLED FINANCE

The Oklahoma Community Economic Development Pooled Finance incentive creates a financing incentive that targets job creation and infrastructure development aid; and a foundation of ensuring Oklahoma's infrastructure is high quality for attracting and retaining jobs.

SAVE MORE, KEEP MORE: ADDITIONAL INCENTIVES FOR BUSINESSES

To spur private investment in low-income urban and rural communities, investors receive a 39 percent federal tax credit.

SALES TAX REFUNDS ON CONSTRUCTION MATERIALS

This incentive is available on construction materials for certain manufacturers and aircraft maintenance repair facilities, on purchases of computers, data processing equipment, telecommunication equipment for certain aircraft facilities, and purchases of computer services and data processing equipment for qualified computer services or research and development companies.

TRAINING FOR INDUSTRY PROGRAM

Oklahoma's Training for Industry Program (TIP), a CareerTech initiative, is a no-cost/low-cost way for new or growing companies that create jobs to get a skilled, focused, and motivated workforce.

AEROSPACE INDUSTRY ENGINEER WORKFORCE TAX CREDIT

Aerospace companies hiring engineers may receive a tax credit up to 10 percent of the compensation paid to an engineer during the first five years of employment.

FIVE-YEAR AD VALOREM TAX EXEMPTION

To encourage advanced manufacturing, research and development, warehouse and distribution, wind, solar energy, and other renewable/alternative energy, a qualifying manufacturing company can abate ad valorem taxes upon new, expanded, or acquired manufacturing facilities and equipment for a period of five years.

FREEPORT INVENTORY BENEFITS

Goods, wares, and merchandise that come from outside the state and leave the state within nine months are exempt from taxation if they are held for assembly, storage, manufacturing, processing, or fabricating within the state.

INDUSTRIAL ACCESS ROAD ASSISTANCE

This program provides assistance to local industrial development efforts by funding, within limitations, access facilities connecting a specific industry or industrial area directly to the state or local road system.

CDBG/EDIF

Grants up to \$500,000 are available to Oklahoma companies for business expansion, or up to \$1 million for new out-of-state companies moving their business to Oklahoma, based upon new jobs and leverage. Companies must pay at least 110 percent of average county wage for all new jobs. At least 51 percent of new jobs must be made available to low- and moderate-income persons.

Small Business Development Center

Southwestern Oklahoma Small Business Development Center (SBDC) in Lawton provides business owners and aspiring entrepreneurs with free consultation, training, and assistance on matters such as certification, accounting, business plan development, copyrights, e-commerce, financing and loan packaging, financial analysis, franchising, government contracting, home-based business, human resources, international trade, legal issues, management, manufacturing, marketing strategy, market research, minority business development, patents and trademarks, start-up, and taxes. SBDC offers seminars and workshops taught by professionals on a variety of topics to help start, manage, and expand business. For more information, visit www.osbdc.org or call (580) 248-4946.

Great Plains Economic Development Center

Great Plains Economic Development Center (GPEDC), a division of Great Plains Technology Center, provides consultation, training, and assistance in entrepreneurship and business development; business plans; agricultural enterprise management; management and leadership development; seminars and programs to the general public on issues important to small business such as customer service, supervisor training, safety, and sales/marketing; government procurement; safety and environmental services; employee development; corporate recruitment and training; and employee selection. GPEDC staff includes a human resources professional who can assist in the many issues new employers face. These include I-9s, policy and procedure handbooks, etc. Another GPEDC team member is available to assist with small business accounting, finances, taxes, bookkeeping, website development, and social media. GPEDC houses a Bid Assistance Coordinator who helps businesses connect with federal, state, and local government purchasing markets, and an Agricultural Business Consultant who assists farm and ranch clients with special programs to include finance, taxes, record keeping, and federal and state regulations for today's farmer/rancher operations. GPEDC team members are recipients of several local, state, and national awards for their services to clients. For more information, visit www.edc.greatplains.edu.

Center for Emerging Technology & Entrepreneurial Studies

Cameron University's economic development venture, the Center for Emerging Technology & Entrepreneurial Studies (CETES) promotes the creation and growth of technology-based companies, creates skilled employment opportunities, and prepares people to be effective contributors to the 21st century economy of Southwest Oklahoma. Key functions include: (1) growing and nurturing emerging technology companies in a state-of-the-art technology incubator, providing a structure that assists with technological support, angel and venture capital networking, and developing vital entrepreneurial skills necessary to succeed; (2) assisting in efforts to support the viability and expansion of technology-based military missions at Fort Sill and Altus Air Force Base; (3) creating a viable 21st century workforce skilled in the operation and invention of technologies critical to the future; and (4) providing a catalyst and center point for regional economic development activities in Southwest Oklahoma. CETES contains a state certified business incubator program that assists entrepreneurs by providing office space, infrastructure, and a host of services such as market analysis, web development, and access to funding. As a division of Cameron University, CETES has access to valuable resources including student interns and faculty expertise. CETES also works with existing companies on web development, market research, and growth strategies. For more information, visit www.cetes.org.

Association of South Central Oklahoma Governments

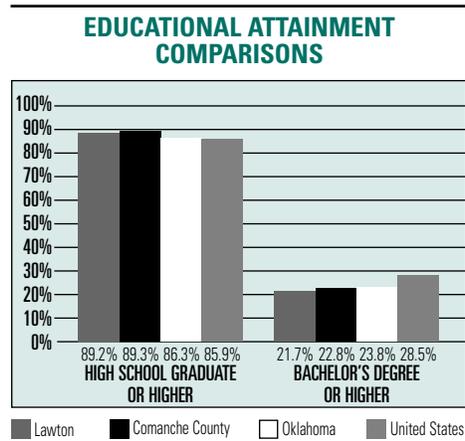
The Association of South Central Oklahoma Governments (ASCOG) community and economic development (CED) division provides communities with technical assistance and planning support for community and economic development projects and activities. The CED division works in conjunction with Oklahoma Department of Commerce, Oklahoma Water Resources Board, U.S. Economic Development Administration, and other agencies to identify and procure funding for a variety of programs and projects. CED's highest priority is assisting with planning, funding, and constructing vital water and sewer infrastructure improvements. CED also prepares and administers grant/loan applications, formulates and updates municipal codebooks, and provides extensive mapping and geographical information services. ASCOG promotes industrial park development and downtown revitalization. Oklahoma's Rural Economic Action Plan (REAP), administered by ASCOG in its eight counties (Caddo, Comanche, Cotton, Grady, Jefferson, McClain, Stephens and Tillman) funds local projects through a competitive process in communities, counties, and unincorporated areas with a population under 7,000. For more information, visit www.ascog.org.



Education

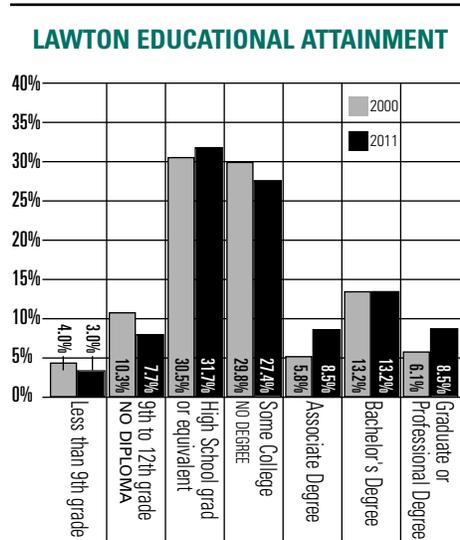
Educational Attainment

According to the U.S. Census Bureau’s 2011 American Community Survey (ACS), 89.2 percent of Lawton’s population ages 25 years and older have at least a high school diploma or equivalent. This is above statewide and national levels and is up from 80.4 percent in 2000. Approximately 21.7 percent of Lawton residents hold a bachelor’s degree or higher, which is lower than state and national levels. Between Census 2000 and the 2011 ACS, the share of Lawton residents ages 25 years and older with less than a 9th grade education declined from 4 to 3 percent. Over the same period, residents with a 9th to 12th grade education but without a high school diploma decreased from 10.3 to 7.7 percent. High school graduates (or equivalent) increased from 30.5 to 31.7 percent, while the share of residents with some college but no degree decreased



Note: Population 25 years and older. Source: U.S. Census Bureau (2011 American Community Survey) and Lawton-Fort Sill Economic Development Corporation.

from 29.8 to 27.4 percent. The share of residents with an associate degree increased from 5.8 to 8.5 percent, those with a bachelor's degree stabilized at 13.2 percent, and residents with a graduate or professional degree increased from 6.1 to 8.5 percent.



Note: Population 25 years and older. Source: U.S. Census Bureau (Census 2000 and 2011 American Community Survey) and Lawton-Fort Sill Economic Development Corporation.

Lawton Public Schools

The Lawton Public School (LPS) District covers 185 square miles with 86.4 students per square mile. The district has 24 elementary schools, 4 middle schools, and 3 high schools, and runs two prekindergarten early childhood learning centers and an alternative high school. Fall high school enrollment in the 2011-2012 school year was 4,289, middle school enrollment was 3,380, and elementary school enrollment was 7,859. The largest high school is Lawton High at 1,801 students and smallest is MacArthur High at 1,110.

In 2011, the Oklahoma Legislature adopted an A-F School Grading System to measure school performance. The system measures academic growth and how well students meet grade-level performance standards. Additional factors include graduation and dropout rates for high schools, and attendance rates for elementary schools. In the 2011-2012 school year, all LPS high schools were rated 'B'. Of the middle schools, MacArthur was rated 'A' and all others were rated 'B'. Of the district's elementary schools, Crosby Park and Sheridan Road were rated 'A' and all others were rated 'B' or 'C'.

In fiscal year 2011, the district's senior graduation rate was 98 percent, slightly below the community group average of 98.3 percent but marginally higher than the state average of 97.9 percent. The four-year

PER PUPIL SPENDING BY FUNCTION, 2010-11

	LAWTON PUBLIC SCHOOLS	COMMUNITY GROUP AVERAGE	OKLAHOMA
Instruction	\$4,302	\$3,785	\$4,189
Student Support	\$832	\$575	\$522
Instructional Support	\$301	\$269	\$287
District Administration	\$237	\$132	\$246
School Administration	\$504	\$384	\$411
District Support	\$1,267	\$1,215	\$1,279
Other	\$869	\$564	\$652
Total	\$8,311	\$6,924	\$7,586

Source: Oklahoma Education Oversight Board (Office of Accountability).

LAWTON PUBLIC SCHOOLS, FALL ENROLLMENT, 2011-2012

High Schools	4,289
Eisenhower High School	1,378
Lawton High School	1,801
MacArthur High School	1,110
Middle Schools	3,380
Central Middle School	750
Eisenhower Middle School	1,008
MacArthur Middle School	774
Tomlinson Middle School	848
Elementary Schools	7,859
Adams Elementary	223
Almor West Elementary	398
Brockland Elementary	386
Carriage Hills Elementary	241
Cleveland Elementary	336
Country Club Heights Elementary	305
Crosby Park Elementary	148
Edison Elementary	286
Eisenhower Elementary	411
Geronimo Road Elementary	239
Hugh Bish Elementary	390
Jackson Elementary	304
Lincoln Elementary	196
Park Lane Elementary	353
Pat Henry Elementary	187
Pioneer Park Elementary	603
Ridgecrest Elementary	317
Sheridan Road Elementary	362
Sullivan Village Elementary	527
Swinney Elementary	372
Washington Elementary	203
Whittier Elementary	188
Wilson Elementary	217
Woodland Hills Elementary	260

Note: As of October 3, 2011. Source: Oklahoma Department of Education.

LAWTON PUBLIC SCHOOLS, A-F GRADING SYSTEM, 2011-2012

	GPA	LETTER GRADE
Oklahoma (Statewide)	2.66	C
Lawton Public Schools	2.50	C
HIGH SCHOOLS		
Eisenhower High School	3.67	B
Lawton High School	3.01	B
MacArthur High School	3.67	B
MIDDLE SCHOOLS		
Central Middle School	3.16	B
Eisenhower Middle School	2.99	B
MacArthur Middle School	3.83	A
Tomlinson Middle School	2.83	B
ELEMENTARY SCHOOLS		
Adams Elementary	2.66	C
Almor West Elementary	2.82	B
Brockland Elementary	3.33	B
Carriage Hills Elementary	3.33	B
Cleveland Elementary	2.66	C
Country Club Heights Elementary	1.99	C
Crosby Park Elementary	4.00	A
Edison Elementary	3.16	B
Eisenhower Elementary	2.33	C
Geronimo Road Elementary	3.33	B
Hugh Bish Elementary	3.67	B
Jackson Elementary	2.67	C
Lincoln Elementary	3.33	B
Park Lane Elementary	3.67	B
Pat Henry Elementary	2.66	C
Pioneer Park Elementary	3.67	B
Ridgecrest Elementary	2.66	C
Sheridan Road Elementary	4.00	A
Sullivan Village Elementary	3.50	B
Swinney Elementary	3.33	B
Washington Elementary	3.33	B
Whittier Elementary	3.33	B
Wilson Elementary	2.66	C
Woodland Hills Elementary	2.65	C

Source: Oklahoma Department of Education.

dropout rate for the class of 2011 was 12.4 percent, higher than the community group average of 9.1 percent and the state average of 10.2 percent. The average ACT score was 20.2, compared to the community group average of 22.6 and state average of 20.8. Of 2011 seniors, 95.4 percent of graduates completed the Regents' College-Bound Curriculum, higher than the community group average of 92.9 percent and state average of 80.6 percent. LPS spent an average of \$8,311 per student in 2011, considerably higher than the peer community group average of \$6,924 and statewide average of \$7,586.

In 2011, LPS launched an advanced placement program in conjunction with the National Math & Science Initiative to encourage students to enter careers in science, technology, engineering, and math. Northrop Grumman is a cooperative partner in offering advanced placement classes at one Lawton high school. Agreements are being worked out with other industry partners to bring advanced placement classes to Lawton's other high schools.

For more information, visit www.lawtonps.org.

Cameron University

Cameron University, located in Lawton, is a 4-year higher education institution in southwest Oklahoma with an average fall enrollment of more than 6,000 students, including nearly 300 international students from 52 countries. Cameron offers associate, baccalaureate, and master's degrees in approximately 50 degree programs, including agriculture, art, biology, accounting, business, chemistry, communications, computer science, criminal justice, early childhood education, electronic engineering technology, elementary education, English, history, interdisciplinary studies, information technology, international languages, mathematics, medical technology, multimedia design, music, organizational leadership, physical education, physics, political science, psychology, sociology, sport/fitness management, technology, theatre arts, and education programs in a number of teaching fields.

The student-to-faculty ratio at Cameron University is 22 to 1. As of summer 2012, Cameron had 73 endowed faculty positions (lectureships, professorships, and chairs), more than any other regional university in the state. Cameron's Army Reserve Officers Training Corps (ROTC) program was selected third out of 272 other university ROTC programs nationwide for the Outstanding ROTC Training Corps Unit. The Department of English and Foreign Languages offers instruction in more than 50 languages including Arabic, Chinese, and Russian.

Since 2008, enrollment at Cameron has grown by 14 percent, reaching the highest enrollment rates in Cameron's 103-year history. "America's Best Colleges" by *U.S. News and World Report* has ranked Cameron in the top three among institutions nationwide for students graduating with the least debt.

More than \$60 million in capital improvements have been made to Cameron's campus in recent years, including construction of the School of Business building, the McMahon Centennial Complex, and Bentley Gardens. The newest facility is the Academic Commons, which houses Cameron's convergence journalism option, a multi-disciplinary tutoring center, computer labs, IT Help Desk, adjunct faculty office suite, and modern classrooms.

Cameron University is accredited by the Higher Learning Commission of the North Central Association. To learn more about Cameron University, visit www.cameron.edu.



Great Plains
collaborates closely
with area businesses to
build a curriculum to give
students the skills to
succeed in the Lawton
workplace.

Great Plains Technology Center

Great Plains Technology Center provides workforce training certificate programs for licensed practical nurses, radiologic technologists, surgical technologists, advanced respiratory therapists, welders, carpenters, electricians, construction trades specialists, nurse and home health aides, pharmacy techs, phlebotomists, EMT's, paramedics, computer technology, network security, and graphic design. The center has 600 full-time high school students, 600 full-time adult students, 3,000 part-time adult students, and 12,000 employees sent by regional businesses for specific training. Full-time adults graduate with a 92 percent success rate in finding a job. Great Plains collaborates closely with area businesses to build a curriculum to give students the skills to succeed in the Lawton workplace. Businesses can approach Great Plains with specific needs, and a training program may be developed to meet those needs. The Technology Center can provide employee training for high-level tasks.

Great Plains Tech also has an Economic Development Center (EDC) that provides business assistance designed for small and large businesses. Assistance is offered through one-on-one consulting in entrepreneurship and business development; industry research and business plans; accounting and taxes; agricultural enterprise management; management and leadership development; government procurement assistance; safety and environmental services; specific-to-the-company corporate training and employee development; corporate recruitment; human resource and employment law issues; and computer training. The EDC carries an active client list of 140-150 businesses every year and has helped hundreds of entrepreneurs over the last 28 years. For more information, visit www.greatplains.edu or call (580) 250-5550.

Fort Sill Education Centers

Several colleges and universities offer courses on Fort Sill through the Truman Education Center. These include:

CENTRAL TEXAS COLLEGE

Associate of applied science degrees are offered in applied management, applied management with computer applications, business management, criminal justice, legal assistant/paralegal, information technology, business programmer analyst, restaurant and culinary management, and hotel management specialization. Associate of arts degrees are offered in general studies and social science. For more information, visit www.ctcd.edu.

COLUMBIA COLLEGE

Associate, bachelor, and master's degree programs are offered in several fields via traditional and online formats. For more information, visit www.ccis.edu.

UNIVERSITY OF OKLAHOMA

Master's degrees are offered in human relations, international relations, economics, and communication. Classes are offered on a two-weekend format, and applications are taken continuously throughout the year. For more information, visit www.goou.ou.edu.

UPPER IOWA UNIVERSITY

Associate of arts degrees are offered in liberal arts and business; bachelor of science degrees are offered in social science, public administration, law enforcement, fire science, and business human resource management. All undergraduate programs are available online and through independent study. For more information, visit www.uui.edu/fortsill.

WEBSTER UNIVERSITY

Master's degrees are offered in business administration, human resources management, information technology management, and management and leadership. Degree programs can be completed in the classroom, online, or through a combination of both. For more information, visit www.webster.edu/ftsill.

WAYLAND BAPTIST UNIVERSITY

Master's degrees are offered in counseling, public administration, and history. For more information, visit www.wbu.edu.



Healthcare

Overview

In addition to Comanche County Memorial Hospital and Southwestern Medical Center, described in detail below, Lawton is home to Reynolds Army Community Hospital (www.rach.sill.amedd.army.mil) on Fort Sill supporting TRICARE eligible beneficiaries including active duty military personnel, retirees, and their families; the U.S. Public Health Service Lawton Indian Hospital (www.ihs.gov/oklahoma), a federally owned facility providing short-term acute care to the Native American tribal population; the Veterans Administration Lawton/Fort Sill Community Based Outpatient Clinic (www.oklahoma.va.gov) located on Fort Sill providing services to eligible veterans; and numerous private-practice physicians and healthcare providers. The Comanche County Health Department, located in Lawton, monitors community health, identifies and responds to health threats, provides information, enforces laws that protect health, and provides services to prevent and control disease. In late 2012, the City of Lawton approved plans for the new McMahon-Tomlinson Nursing Center to provide state-of-the-art long-term care, including a new, 24-bed memory care unit.

Comanche County Memorial Hospital

Comanche County Memorial Hospital (CCMH) is a 283-bed independent, community-owned, nonprofit, acute care and regional referral center serving a population of about 325,000 in the 12-county region and providing services in virtually every medical specialty. CCMH employs nearly 2,000 people, credentials 250 physicians, and is supported by about 100 volunteers. CCMH collaborates with Jim Thorpe Rehabilitation, Integris Health, and other area facilities to provide care and treatment and provides 24-hour comprehensive services including interventional cardiology and open heart surgery program; Level 3 Trauma Center; comprehensive cancer care to include cancer research at its Leah M. Fitch Cancer Center; dedicated rehabilitation unit and services; advanced diagnostic imaging and laboratory services; and advanced surgical services to include neurosurgery, orthopedic surgery, vascular surgery, gynecologic and urological surgery, minimally invasive surgery, bariatric surgery, ophthalmic surgery, plastic surgery, and general surgical procedures.

CCMH provides advanced emergency care with ground and air ambulance services, and specializes in critical care nursing with a dedicated Intensive Care Unit, 23-bed Cardiovascular Care Unit, Cardiovascular Intensive Care Unit, and Neonatal Intensive Care Unit. Other specialized nursing units include the Starlight

Unit for Children, numerous medical/surgical nursing units, dedicated women's unit, and a dedicated geriatric psychiatry unit.

Other major services include the Center for Digestive Health, Center for Wound Care, Federally Qualified Health Center, Center for Industrial Rehabilitation, nephrology, vein therapy, geriatric psychiatry, industrial rehabilitation, numerous rural health clinics, home health care, durable medical equipment services, skilled nursing, and residential nursing care at McMahan Tomlinson Nursing Center. CCMH also has a full-service OB/Gyn unit with a Level 2 nursery. As of early 2013, CCMH was in the process of becoming a Baby Friendly Hospital, which designates facilities held to very high standards of safety, nurse staffing, patient education, and well-being of the baby.

In early 2013, CCMH announced the addition of the high field strength MAGNETOM Espree from Siemens Healthcare. Coupled with Hologic Sentinelle breast coil and computer-assisted biopsy system, the MAGNETOM Espree is the world's first Open Bore MRI offering both exceptional breast imaging and biopsy access for fast exams. Also in early 2013, CCMH announced the addition of electrophysiology services, including highly advanced equipment designed to diagnose and treat abnormal heart rhythms.

In 2012, CCMH was named the National Research Corporation's 2012/2013 Consumer Choice Award winner. The award identifies hospitals with the highest quality and image as selected by healthcare consumers in more than 300 markets throughout the United States. CCMH was one of only five hospitals in Oklahoma to receive the award. Also in 2012, the Commission on Cancer of the American College of Surgeons granted its Outstanding Achievement Award to CCMH's cancer program. In recent years, CCMH has been awarded the Premier Award for Quality (2008), Oklahoma Institutes of Child Advocacy's Friends of Children Honoree (2007), Reader's Choice "Favorite Hospital" (1999-2007), Blue Cross Blue Shield of Oklahoma Champion of Children's Health Award (2006), and the VHA National Leadership Award for Clinical Excellence in Cardiac Care (2005 and 2006).

CCMH is fully accredited by the Joint Commission on Accreditation of Healthcare Organizations and the Council on Accrediting Rehabilitation Facilities. For more information, visit www.ccmhonline.com.

Southwestern Medical Center

Southwestern Medical Center (SWMC), an affiliate of Capella Healthcare, is a 243,000 square foot, 199-bed, full-service acute care hospital providing a comprehensive range of medical services and care, including 24-hour emergency department, x-ray, laboratory, and anesthesia coverage; inpatient and outpatient surgery; a 59-bed medical/surgical unit; and an 8-bed intensive care unit, along with a step-down unit. SWMC has a physician staff of more than 150 and provides 32 medical specialties including anesthesiology; orthopedic surgery; cardiovascular disease; otolaryngology (ears, nose and throat); cardiovascular surgery; pain management; clinical psychology; pathology; dermatology; pediatrics; emergency medicine; physical medicine; rehabilitation; gastroenterology; plastic and reconstructive surgery; internal medicine; podiatry; medical oncology; child, adolescent, and geriatric psychiatry; neurology; nephrology; pulmonary diseases; neurosurgery; radiology; obstetrics and gynecology; radiation oncology; ophthalmology; general surgery; oral surgery; and urology. Departments include physical medicine, labor and delivery, pediatrics, short stay, and women's services. The hospital's labor and delivery unit provides classes from a certified lactating consultant. SWMC's free-standing Southwestern Behavioral Health Center offers inpatient and outpatient services for children, adolescents, adults, and geriatrics.

SWMC's Southwestern Regional Cancer Center is accredited by the Commission on Cancer and offers Intensity Modulated Radiation Therapy (IMRT) and Image Guided Radiation Therapy (IGRT). SWMC's neuroscience center, a Joint Commission certified Primary Stroke Center, offers advanced treatment for a variety of neurological diseases and conditions, including brain tumors, aneurysms, stroke, disease of the spine, Alzheimer's, seizures, and Parkinson's Disease. Other medical technologies include a sleep disorders center accredited by the American Academy of Sleep Medicine; a wound healing and hyperbaric center; and a sports and rehabilitation center offering speech and occupational therapy, accredited by the Commission for Accreditation of Rehabilitation Facilities. The Center for Sports and Rehabilitation includes a SwimEx therapy pool.

In 2012, SWMC installed a new Discovery NM630 nuclear imaging camera—the first in Oklahoma and the fifth in the nation. The new technology, which takes images of the head, neck, bones, gallbladder, lungs, and heart, can cut in half procedure time for CT and PET scans and allows images from CT and PET scans to be laid over nuclear medicine images for more precise diagnosis of tumors. SWMC recently acquired two outpatient imaging services locations in Lawton (The Imaging Center and Doctor's MRI).

SWMC is fully accredited by the Joint Commission on Accreditation of Healthcare Organizations, and received "Accreditation with Commendation"—the highest level of accreditation awarded. In 2010, SWMC was recognized by The Joint Commission for "significant, sustained improvement." For more information, visit www.southwesternmedcenter.com.



Demographics

Population Estimates and Projections

The population of Lawton as of Census 2010 was 96,867, up 4.4 percent from Census 2000. From 2000 to 2010, Lawton's population growth was considerably slower than that of the county and state, which grew by 7.9 and 8.7 percent, respectively. From Census 1990 to 2000, Lawton's population grew by 15.1 percent, largely the result of the city's annexation of Fort Sill. According to estimates from the U.S. Census Bureau, Lawton's population in 2011 was 98,177, up 1.4 percent from 2010. Lawton's estimated population growth in 2011 was ahead of that at the county and state levels. Lawton's population will reach 106,470 in 2020 and 112,280 in 2030, according to projections by the Oklahoma Department of Commerce.

Lawton's population includes Fort Sill due to annexation of the fort in the 1990s. The resident population of Fort Sill (those residing on post) as of October 2012 was approximately 4,350, which includes approximately 1,640 military personnel and 1,940 family members residing in on-post family housing, and 770 unmarried or unaccompanied military personnel permanently assigned and residing in troop billets/barracks. The 4,350 figure does not include 7,000 temporarily assigned students present for training on any given day (more than 30,000 students per year graduate from courses at Fort Sill); the majority of them are billeted on post. More than 80 percent of military personnel and their families assigned to the post reside off-post in surrounding communities including Lawton and the smaller cities and towns of Comanche County.

POPULATION PROJECTIONS

YEAR	LAWTON	COMANCHE COUNTY
2020	106,470	128,373
2025	109,540	130,233
2030	112,280	132,094

Source: Oklahoma Department of Commerce.

POPULATION

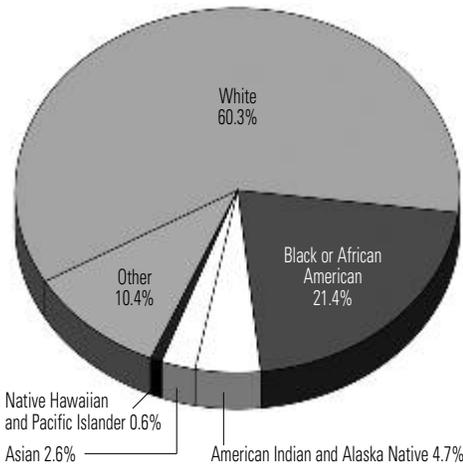
	LAWTON		COMANCHE COUNTY		OKLAHOMA	
	POPULATION	GROWTH	POPULATION	GROWTH	POPULATION	GROWTH
1990	80,561	—	111,486	—	3,145,576	—
2000	92,757	15.1%	114,996	3.1%	3,450,654	9.7%
2010	96,867	4.4%	124,098	7.9%	3,751,351	8.7%
2011	98,177	1.4%	125,753	1.3%	3,784,163	0.9%
2012	N/A	N/A	126,390	0.5%	3,814,820	0.8%

N/A = Data not available. Note: Growth rates shown for 2000 and 2010 reflect preceding 10-year period; rates for 2011 forward are annual. Source: U.S. Census Bureau and Lawton-Fort Sill Economic Development Corporation.

Race and Ethnicity

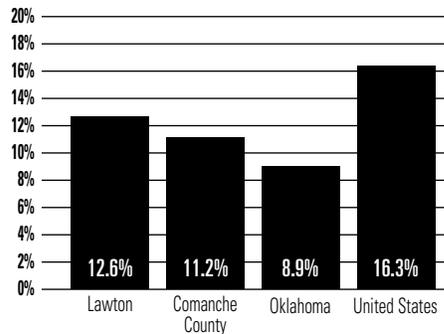
As of Census 2010, 12.6 percent of Lawton’s population was Hispanic or Latino, up from 9.4 percent in 2000. Lawton’s Hispanic/Latino share of the population is higher than the county and state (11.2 and 8.9 percent, respectively). Nationally, Hispanics/Latinos account for 16.3 percent of the population. Lawton’s population as of Census 2010 is 60.3 percent White, 21.4 percent Black or African American, 4.7 percent American Indian and Alaska Native, 2.6 percent Asian, 0.6 percent Native Hawaiian and other Pacific Islander, and 10.4 percent other (including two or more races combined). (Note: The U.S. Census Bureau considers Hispanic an ethnicity, not a race; therefore, there is no separate racial classification for Hispanics. According to the Census Bureau, people identifying themselves as Hispanic may be of any race.)

LAWTON RACIAL COMPOSITION



Source: U.S. Census Bureau (Census 2010) and Lawton-Fort Sill Economic Development Corporation.

HISPANIC/LATINO POPULATION



Source: U.S. Census Bureau (Census 2010) and Lawton-Fort Sill Economic Development Corporation.

Age Groups

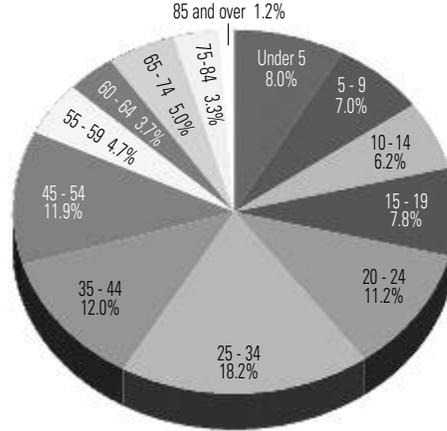
As of Census 2010, the median age of Lawton’s population is 29.7 years, considerably below 31.3 years for all of Comanche County and 36.2 years statewide. The generally younger population is largely attributable to military personnel stationed at Fort Sill, who tend to be between the ages of 18 and 40. As of Census 2010, 75.1 percent of Lawton’s population are ages 18 and older (up from 72.2 percent in 2000); 11.4 percent are ages 62 and older (up from 11 percent); and 9.4 percent are ages 65 and older (up from 9.3 percent). The fastest-growing age group in the city between 2000 and 2010 was the 55-59 years group, which grew from 3.4 to 4.7 percent of the population. Second was the 60-64 years group (3 to 3.7 percent) and third was 45-54 (9.9 to 11.9 percent). All age groups 19 years and younger declined as a share of the total population, as did the 35-44 year group, which saw the largest drop (14.8 to 12.2 percent).

LAWTON CHANGES IN AGE GROUP DISTRIBUTION

	2000	2010
Under 5	8.4%	8.0%
5 to 9	8.0%	7.0%
10 to 14	7.2%	6.2%
15 to 19	8.8%	7.8%
20 to 24	10.8%	11.2%
25 to 34	16.6%	18.2%
35 to 44	14.8%	12.0%
45 to 54	9.9%	11.9%
55 to 59	3.4%	4.7%
60 to 64	3.0%	3.7%
65 to 74	5.2%	5.0%
75 to 84	3.0%	3.3%
85 and over	1.1%	1.2%

Source: U.S. Census Bureau (Census 2000 and Census 2010).

LAWTON AGE GROUPS

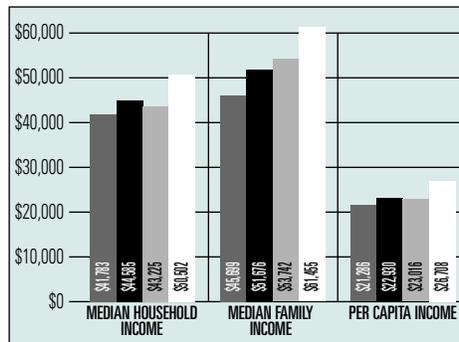


Source: U.S. Census Bureau (Census 2010) and Lawton-Fort Sill Economic Development Corporation.

Household Characteristics

As of Census 2010, the average household size in Lawton was 2.48 persons, down from 2.61 in 2000. The declining household size is likely due to the growing population of those aged 55 and older—empty nesters who tend to have smaller household sizes. As of Census 2010, 64.5 percent of Lawton households are families, down from 70.9 percent in 2000. A total of 36.6 percent of households in the city have children under 18 years old (down from 43.3 percent in 2000) and 18.9 percent have seniors 65 and older, unchanged from 2000. A total of 9.9 percent of Lawton households are headed by single mothers, considerably higher than 8.9 percent countywide and 7 percent statewide. As of the 2011 American Community Survey, 15.8 percent of Lawton’s population had relocated to the city within the previous year from outside Comanche County. The high relocation rate is attributable to military personnel transferring to and from Fort Sill.

INCOME COMPARISONS



Source: U.S. Census Bureau (2011 American Community Survey) and Lawton-Fort Sill Economic Development Corporation.

Income

The median household income in Lawton as of 2011 is \$41,783. Median family income is \$45,699 and per capita income is \$21,286. Each measure of income in Lawton is lower than county, state, and national levels.

Military Veterans

As of the 2011 American Community Survey, 20.5 percent of Lawton’s population ages 18 and older are civilian veterans of the military, more than twice the national level. This is largely due to the number of Department of the Army civilian positions at Fort Sill, as well as defense contracting personnel, many of whom are former members of the military.



Employment

Workforce Oklahoma Center, Lawton

The Workforce Oklahoma Center, Lawton, provides testing, counseling, Career Ready Certificates, and placement services for job seekers; solicits job orders from employers; refers applicants to jobs; provides computerized job banks for job information; and provides special services for veterans and disabled veterans, including job development, counseling, and placement. The center is staffed by Oklahoma Employment Security Commission (OESC) and Workforce Investment Act (WIA) staff. For more information, visit www.ok.gov/oesc_web.

Workforce Development

The Association of South Central Oklahoma Governments (ASCOG) workforce development division provides assistance to area residents seeking jobs, services to area businesses, and expanded services for people eligible and able to pursue careers in high-demand occupations. Assistance may include funding for education and training programs. For more information, visit www.ascog.org.

UNEMPLOYMENT RATE (%)

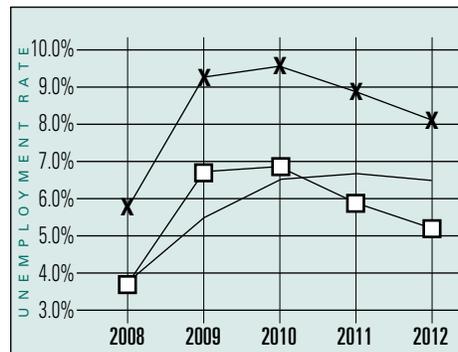
	LAWTON MSA	OKLAHOMA	UNITED STATES
2008	3.8	3.7	5.8
2009	5.5	6.7	9.3
2010	6.5	6.9	9.6
2011	6.7	5.9	8.9
2012	6.5	5.2	8.1

Source: U.S. Bureau of Labor Statistics.

South Central Oklahoma Workforce Investment Board

The South Central Oklahoma Workforce Investment Board (SCOWIB) provides the strategic direction and guidance for the workforce development efforts in the South Central Oklahoma Workforce Investment Area. SCOWIB brings together leaders from business, government, education, and the non-profit sectors to develop collaborative solutions to the area's workforce and economic development challenges and opportunities. SCOWIB's goals are better jobs for area workers, better-qualified workers for area businesses, and a pipeline of qualified workers for future area needs. SCOWIB applies for and oversees grants from Oklahoma Department of Commerce and U.S. Department of Labor to prepare the workforce for the current and future needs of area businesses. For more information, visit www.ascog.org.

UNEMPLOYMENT RATE



Lawton MSA
 □ Oklahoma
 X United States

Source: U.S. Bureau of Labor Statistics and Lawton-Fort Sill Economic Development Corporation.

LAWTON MSA LABOR MARKET DATA

	LABOR FORCE	EMPLOYMENT	UNEMPLOYMENT
2008	45,731	43,989	1,742
2009	47,543	44,950	2,593
2010	49,108	45,924	3,184
2011	48,139	44,927	3,212
2012	46,989	43,852	3,136

Source: U.S. Bureau of Labor Statistics.

Employment, Unemployment, Labor Force, and Job Growth

The Lawton MSA unemployment rate in 2012 was 6.5 percent, which was higher than the statewide rate of 5.2 percent but considerably below the national rate of 8.1 percent. The Lawton MSA's unemployment rate in 2012 was down two-tenths of a point from 6.7 percent in 2011. In 2009 and 2010, the Lawton MSA unemployment rate was below the statewide rate; this reversed in 2011 and 2012.

Lawton MSA's civilian labor force in 2012 consisted of 46,989 potential workers, of whom 43,852 were employed. The civilian labor force consists of those persons 16 years of age and older who either are employed or are actively seeking work, and excludes active duty military personnel. From 2008 through 2011, the number of unemployed workers in the Lawton MSA increased steadily from 1,742 to 3,212, before dropping to 3,136 in 2012.

In 2012, the Lawton MSA lost 500 nonfarm jobs for job growth of -1.1 percent. The only industries to see positive job growth were construction, educational and health services, and local government. Manufacturing, transportation and utilities, financial activities, professional and business services, leisure and hospitality, and the federal government each shed jobs, while all other industries stabilized at 2011 employment levels in 2012. Private sector jobs fell by 400 for growth of -1.4 percent. The government sector stabilized at 2011 levels in 2012 with job losses in federal government offset by gains in local government.

LAWTON MSA NON-FARM PAYROLL EMPLOYMENT

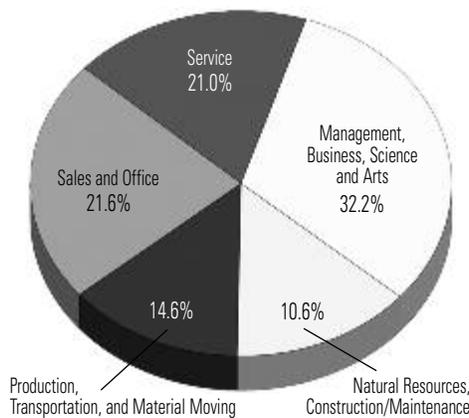
	2012	2011	CHANGE	% CHANGE
Total Nonfarm	43,400	43,900	-500	-1.1%
Total Private	28,800	29,200	-400	-1.4%
Goods Producing	5,400	5,400	0	0.0%
Construction*	1,900	1,800	100	5.6%
Manufacturing	3,500	3,600	-100	-2.8%
Service-Providing	38,000	38,500	-500	-1.3%
Private Service-Providing	23,400	23,800	-400	-1.7%
Trade, Transportation, and Utilities	6,800	6,800	0	0.0%
Wholesale Trade	500	500	0	0.0%
Retail Trade	5,100	5,100	0	0.0%
Transportation and Utilities	1,100	1,300	-200	-15.4%
Information	500	500	0	0.0%
Financial Activities	2,400	2,500	-100	-4.0%
Professional and Business Services	3,500	3,600	-100	-2.8%
Educational and Health Services	4,300	4,200	100	2.4%
Leisure and Hospitality	4,800	4,900	-100	-2.0%
Other Services	1,200	1,200	0	0.0%
Government	14,700	14,700	0	0.0%
Federal Government	4,400	4,500	-100	-2.2%
State Government	1,700	1,700	0	0.0%
Local Government	8,500	8,400	100	1.2%

*Includes mining and natural resources. Note: Numbers are rounded to the nearest 100. Discrepancies are due to rounding. Source: U.S. Bureau of Labor Statistics and Lawton-Fort Sill Economic Development Corporation.

Occupations and Classes of Workers

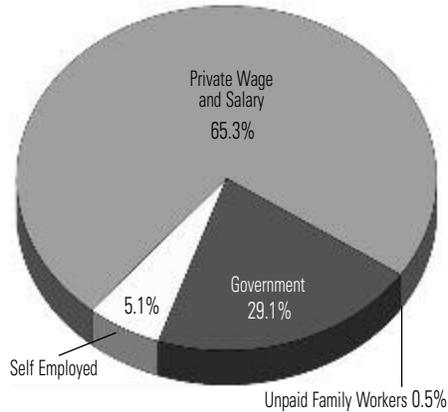
According to the U.S. Census Bureau's 2011 American Community Survey (ACS), 32.2 percent of workers residing in the Lawton MSA are employed in management, business, science, and arts occupations, 21.6 percent in sales and office occupations, and 21 percent in service occupations. Natural resources, construction, and maintenance occupations employ 10.6 percent of Lawton MSA workers, while production, transportation, and material moving occupations employ 14.6 percent. Of Lawton MSA workers, 65.3 percent are private wage and salary, while 29.1 percent are government workers. Self-employed workers in unincorporated businesses account for 5.1 percent of workers and unpaid family workers account for 0.5 percent.

LAWTON MSA OCCUPATIONS



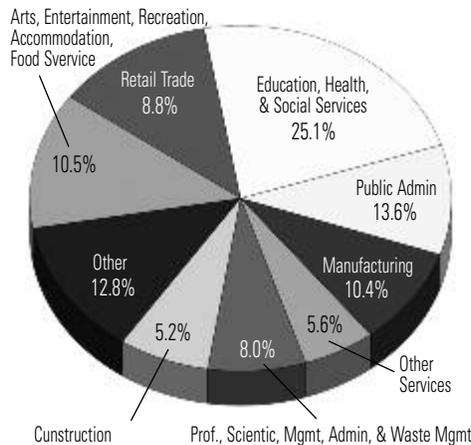
Source: U.S. Census Bureau (2011 American Community Survey) and Lawton-Fort Sill Economic Development Corporation.

LAWTON MSA CLASSES OF WORKERS



Source: U.S. Census Bureau (2011 American Community Survey) and Lawton-Fort Sill Economic Development Corporation.

INDUSTRIES IN LAWTON MSA (BY SHARE OF WORKFORCE)



Note: Includes only those industries comprising at least 5 percent of the workforce. Source: U.S. Census Bureau (2011 American Community Survey) and Lawton-Fort Sill Economic Development Corporation.

Industries

The industry grouping employing the largest number of Lawton MSA workers is educational, health and social services, which employs 25.1 percent as of the 2011 American Community Survey. This is followed by public administration (13.6 percent), arts, entertainment, recreation, accommodation, and food services (10.5 percent), manufacturing (10.4 percent), retail trade (8.8 percent), professional, scientific, management, administrative, and waste management services (8 percent), other services (5.6 percent), and construction (5.2 percent). All other industries each employ fewer than 5 percent of Lawton MSA workers.

Major Employers

Fort Sill is the Lawton area's largest employer. As of October 2012, the fort employs approximately 9,430 permanently assigned active duty military personnel, 2,830 civil service employees, 2,100 contractors, and 2,060 other civilian workers, including non-appropriated fund activity workers and employees of commercial firms, including AAFES, colleges and universities, and concessionaires located on post. The fort also trains about 7,000 military students present for duty on any given day. Other large employers in the Lawton area include Good Year Tire & Rubber Company, Halliburton, Lawton Public Schools, Comanche County Memorial Hospital, Raytheon, Republic Paper, and Silverline Plastics. Most private sector employers in the

LAWTON'S TOP EMPLOYERS

FORT SILL
 GOOD YEAR TIRE & RUBBER CO.
 HALLIBURTON
 LAWTON PUBLIC SCHOOLS
 COMANCHE COUNTY MEMORIAL HOSPITAL
 RAYTHEON
 REPUBLIC PAPER
 SILVERLINE PLASTICS
 DUNCAN REGIONAL HOSPITAL
 WILCO MANUFACTURING
 NORTHROP GRUMMAN
 WALMART/SAM'S
 CITY OF LAWTON
 CAMERON UNIVERSITY
 SOUTHWESTERN MEDICAL CENTER
 CITY OF DUNCAN
 THE GEO GROUP
 COMANCHE NATION
 GREAT PLAINS TECHNOLOGY CENTER
 CGI
 BAR-S FOODS
 COMANCHE COUNTY
 EZ GO FOODS
 SOUTHWEST OKLAHOMA HEART AND VASCULAR CENTER

Lawton area are small businesses. In 2010, more than 85 percent of private sector employer firms employed fewer than 20 workers each. More than 70 percent employed fewer than 10 workers, and nearly half employed fewer than 5 workers each.

Between 2006 and 2010, the number of employer businesses in the Lawton MSA increased overall from 2,204 to 2,219 according to the U.S. Census Bureau; however, the 2010 figure was down from the peak of 2,253 in 2007 and 2,235 in 2008. The number of private sector employees grew from 31,315 to 32,704 from 2006 to 2010, a 4.4 percent increase. However, as with the number of firms, the number of employees dropped between 2008 and 2009, falling from 33,368 to 32,225—a 3.4 percent decline. From 2006 to 2010, total annual payroll of businesses in the Lawton MSA increased from \$821.5 million to \$1 billion. On a per-employee basis, private-sector payrolls grew by 17.6 percent from \$26,232 to \$30,847. Inflation during this period was 8.2 percent for a real increase of 9.4 percent in the purchasing power of private sector payrolls.

LAWTON MSA BUSINESS ESTABLISHMENTS, EMPLOYEES, AND PAYROLL

	2006	2007	2008	2009	2010
No. of Business Establishments	2,204	2,253	2,235	2,218	2,219
Number of Employees	31,315	31,853	33,368	32,225	32,704
Annual Payroll	\$821,465,000	\$871,333,000	\$946,898,000	\$961,992,000	\$1,008,818,000
Annual Payroll Per Employee	\$26,232	\$27,355	\$28,377	\$29,852	\$30,847
Annual Payroll Per Employee Growth	6.0%	4.3%	3.7%	5.2%	3.3%

Source: U.S. Census Bureau and Lawton-Fort Sill Economic Development Corporation.

LAWTON MSA BUSINESS ESTABLISHMENTS BY EMPLOYMENT-SIZE CLASS, 2010

Number of establishments by employment-size class

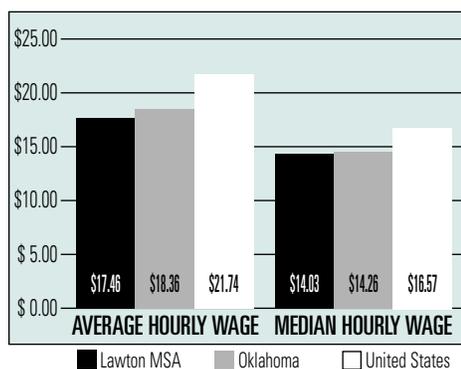
INDUSTRY	1-4	5-9	10-19	20-49	50-99	100-249	250-499	500-999	1000+	TOTAL
Accommodation & food services	54	28	44	59	22	2	0	1	0	210
Admin, support, waste mgt, remediation services	55	25	14	6	3	3	3	0	0	109
Arts, entertainment & recreation	9	5	6	2	1	0	1	0	0	24
Construction	108	42	25	12	4	1	0	0	0	192
Educational services	8	4	3	3	1	0	0	0	0	19
Finance & insurance	108	37	22	8	0	3	1	0	0	179
Health care and social assistance	111	69	50	33	5	4	0	2	1	275
Information	12	6	5	4	3	0	0	0	0	30
Management of companies & enterprises	1	1	1	4	1	1	0	0	0	9
Manufacturing	14	8	9	4	3	2	1	0	1	42
Mining	6	0	0	0	0	1	0	0	0	7
Other services (except public administration)	152	44	38	11	1	0	0	0	0	246
Professional, scientific & technical services	124	38	21	10	3	0	0	0	0	196
Real estate & rental & leasing	91	29	14	2	0	0	0	0	0	136
Retail trade	157	130	71	34	10	5	2	0	0	409
Transportation & warehousing	24	14	10	7	2	0	0	0	0	57
Unclassified establishments	4	2	0	0	0	0	0	0	0	6
Utilities	6	0	2	2	1	0	0	0	0	11
Wholesale trade	36	13	8	3	2	0	0	0	0	62
TOTAL	1,080	495	343	204	62	22	8	3	2	2,219

Source: U.S. Census Bureau.

Wages

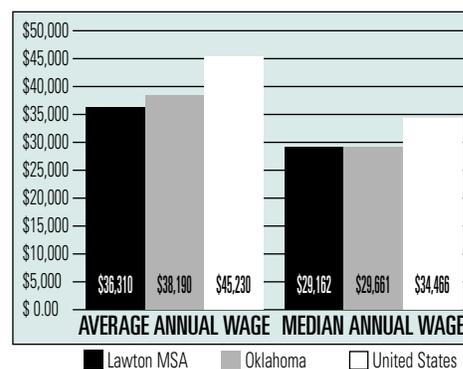
In 2011, the average wage per hour in the Lawton MSA was \$17.46, compared to the statewide average of \$18.36 and the national average of \$21.74. The average annual wage in the Lawton MSA in 2011 was \$36,310, compared to \$38,190 for the state and \$45,230 nationwide.

HOURLY WAGE COMPARISONS, 2011



Source: U.S. Bureau of Labor Statistics and Lawton-Fort Sill Economic Development Corporation.

ANNUAL WAGE COMPARISONS, 2011



Source: U.S. Bureau of Labor Statistics and Lawton-Fort Sill Economic Development Corporation.



Retail trade and commerce

Lawton-Fort Sill Chamber of Commerce

The vision of the Lawton-Fort Sill Chamber of Commerce is to be the premiere business organization in Southwest Oklahoma with a strong leadership position in the community and state while providing visionary leadership in the protection and diversification of the local economy. Its mission is to provide value-added services to members and the community that create economic opportunities and an enhanced quality of life for citizens through leadership, relevancy, and innovation. The Chamber provides networking opportunities and business leads; business referrals from its membership directory and online directory; a representative voice for business on key issues that impact growth opportunities; affordable health care coverage for businesses with fewer than 100 employees through Oklahoma Chamber Blue Health Care Plan; federation

AVERAGE ANNUAL DAILY TRAFFIC COUNT, LAWTON

LOCATION	2007	2008	2009	2010	2011
0.6 miles west of Deyo Rd	7,700	7,400	7,700	8,000	8,500
0.5 miles west of Fort Sill Blvd	21,400	22,500	23,200	24,300	24,800
0.5 miles east of Fort Sill Blvd	21,300	20,800	21,500	22,500	24,100
Mile marker 41	26,600	27,000	27,600	26,600	30,700
0.25 miles east of Gore Blvd	23,800	21,400	21,400	22,100	20,900
0.1 miles east of US 7	7,000	5,600	5,700	5,800	4,500
0.3 miles west of US 7	3,500	2,900	3,200	3,300	3,000
0.1 miles south of I 44	19,800	18,100	17,500	18,100	18,700
0.2 miles east of I 44	3,900	3,800	3,800	3,900	4,300

Note: Figures rounded to nearest hundred. Source: Oklahoma Department of Transportation.

membership—small businesses that are members of the Chamber receive free membership in the U.S. Chamber of Commerce; exclusive marketing and sponsorship opportunities; shared commitment to enhancing the region's economic vitality and quality of life; leadership opportunities through Chamber committees that impact community growth and development; and discounted training and educational services in partnership with the Great Plains Technology Center. For more information, visit www.lawtonfortsillchamber.com.

LAWTON PRIMARY MARKET AREA 30 MINUTE DRIVE TIME



Population Served by Lawton's Commercial Market

A community analysis conducted by Northeastern State University and the Oklahoma Department of Commerce in the fourth quarter of 2012 indicated a population of 165,368 within a 30 minute drive of Lawton (primary market area). This is projected to grow to 170,897 in 2017. Total households within a 30 minute drive in the fourth quarter of 2012 were 61,395; fulltime workers totaled 70,007; median household income was \$45,795; and per capita income was \$21,156. Nearly 25,000 vehicles per day traveled through Lawton in the area of Fort Sill Blvd in 2011. Traffic counts have been up at most locations in the city in recent years.

LAWTON MARKET AREA ANALYSIS BY DRIVE TIME

	PRIMARY MARKET 30 MIN.	REGIONAL MARKET 45 MIN.	WORKFORCE DRAW 60 MIN.
Population	165,368	223,288	421,361
Households	61,395	84,276	159,861
Employees (Full Time)	70,007	89,165	174,681
Establishments	3,653	4,906	9,929
Average Household Income	\$56,984	\$55,858	\$57,525
Median Household Income	\$45,795	\$44,467	\$44,630
Per Capita Income	\$21,156	\$21,082	\$21,825

Note: As of fourth quarter 2012. Source: Northeastern State University and Oklahoma Department of Commerce.

LAWTON MSA RETAIL SALES

YEAR	SALES	% CHANGE	INFLATION ADJUSTED GROWTH
2008	\$1,016,249,822	15.5%	11.7%
2009	\$994,614,201	-2.1%	-1.7%
2010	\$952,281,681	-4.3%	-5.9%
2011	\$968,856,435	1.7%	-1.5%
2012	\$986,314,780	1.8%	-0.3%

Note: Lawton MSA includes all of Comanche County. Inflation-adjusted growth is calculated using inflation rates as determined by the Consumer Price Index (CPI-U) average annual change. Data shown are estimates. Source: University of Oklahoma Center for Economic and Management Research, U.S. Bureau of Labor Statistics, and Lawton-Fort Sill Economic Development Corporation.

Retail Sales

Retail sales in the Lawton Metropolitan Statistical Area (MSA) totaled \$986.3 million in 2012, down 0.3 percent from 2011 after adjusting for inflation. This was the fourth consecutive year of decline, following strong growth of 11.7 percent in 2008. The spike in 2008 was likely related to the Defense Department's Base Realignment and Closure (BRAC) process, which relocated several large units to Fort Sill from Fort Bliss, thereby increasing the population and number of consumers in the area (for more on this, see the Fort Sill section of this publication). Despite declines from 2009 through 2012, retail sales levels in the Lawton MSA have remained considerably above the pre-BRAC years.

LAWTON MSA RESTAURANT & BAR SALES

YEAR	SALES	% CHANGE	INFLATION-ADJUSTED GROWTH
2008	\$157,583,160	20.2%	16.4%
2009	\$163,604,253	3.8%	4.2%
2010	\$153,497,435	-6.2%	-7.8%
2011	\$159,515,858	3.9%	0.7%
2012	\$168,291,981	5.5%	3.4%

Note: Lawton MSA includes all of Comanche County. Inflation-adjusted growth is calculated using inflation rates as determined by the Consumer Price Index (CPI-U) average annual change. Data shown are estimates. Source: University of Oklahoma Center for Economic and Management Research, U.S. Bureau of Labor Statistics, and Lawton-Fort Sill Economic Development Corporation.

Restaurant and Bar Sales

Restaurant and bar sales (a component of retail sales) in the Lawton MSA totaled \$168.3 million in 2012, up 3.4 percent from 2011 after the inflation adjustment. This was the second year of growth following a 7.8 percent decline in 2010. As with general retail sales, restaurant and bar sales in the Lawton MSA received a considerable boost due to BRAC.

Hotel/Motel Receipts

In fiscal year 2012 (July 1, 2011 through June 30, 2012) hotel and motel receipts from establishments located in Lawton city limits totaled \$23.9 million, down 3.9 percent from 2011, after adjusting for inflation. This was the second year of decline following four consecutive years of double-digit growth. Despite declines in 2011 and 2012, hotel and motel receipts in the city remained considerably above pre-BRAC levels. The local hotel/motel industry benefitted considerably from the new units that relocated to Fort Sill as a result of BRAC, particularly the Air Defense Artillery School, which draws family members of students for graduation ceremonies. According to the Lawton Fort Sill Chamber of Commerce's director of tourism, families of graduates stay for 3 to 5 days depending on the graduation schedule, impacting lodging, restaurant and bar establishments, and local attractions.

LAWTON CITY HOTEL/MOTEL RECEIPTS

YEAR	SALES	% CHANGE	INFLATION-ADJUSTED GROWTH
2008	\$20,464,560	20.8%	17.0%
2009	\$23,147,520	13.1%	13.5%
2010	\$26,060,720	12.6%	11.0%
2011	\$24,376,000	-6.5%	-9.7%
2012	\$23,925,920	-1.8%	-3.9%

Note: Includes only hotels/motels in Lawton city limits. Years shown are fiscal years, not calendar years. Inflation-adjusted growth is calculated using inflation rates as determined by the Consumer Price Index (CPI-U) average annual change. Data shown are estimates. Source: City of Lawton, U.S. Bureau of Labor Statistics, and Lawton-Fort Sill Economic Development Corporation.

Business Establishments

According to the U.S. Census Bureau there were 2,219 employer business establishments located in the Lawton MSA in 2010 (most recent data available). The industry with the largest number of employer firms was retail trade with 409, followed by health care and social assistance (275), other services (246), and accommodation and food services (210). From 2009 to 2010, the number of employer businesses establishments in the Lawton area increased by one. From 2006 to 2010, the number of business establishments grew by 15 (0.7 percent). Industries that saw the most new firms on the net between 2006 and 2010 were construction (16), accommodation and food services (15), professional, scientific, and technical services (14), and real estate and rental and leasing (14). The industry that declined most was other services (-30).

LAWTON MSA BUSINESS ESTABLISHMENTS

INDUSTRY	2006	2007	2008	2009	2010
Accommodation and Food Services	195	201	198	206	210
Admin, Support, Waste Mgmt and Remediation Services	104	108	117	106	109
Arts, Entertainment, and Recreation	27	21	22	23	24
Construction	176	187	183	181	192
Educational Services	19	20	21	14	19
Finance and Insurance	172	187	190	188	179
Health Care and Social Assistance	271	274	273	278	275
Information	33	33	31	32	30
Management of Companies and Enterprises	6	8	8	9	9
Manufacturing	52	51	43	45	42
Mining	7	5	8	7	7
Other Services (except Public Administration)	276	272	258	245	246
Professional, Scientific, and Technical Services	182	183	182	191	196
Real Estate and Rental and Leasing	122	135	142	134	136
Retail Trade	412	418	419	418	409
Transportation and Warehousing	67	70	65	62	57
Unclassified	6	1	3	5	6
Utilities	7	7	10	11	11
Wholesale Trade	70	72	62	63	62
Total	2,204	2,253	2,235	2,218	2,219

Note: Lawton MSA includes all of Comanche County. Source: U.S. Census Bureau.



Housing, real estate, and commercial construction

New Residential Construction

New home construction in the Lawton area in recent years has been driven primarily by the Department of Defense's 2005 Base Realignment and Closure (BRAC) process, which significantly expanded the size of Fort Sill by relocating units there from Fort Bliss. The influx of military and civilian personnel and their families associated with the fort increased the demand for housing, insulating the area from the housing market crash that affected most of the rest of the nation beginning in 2007. The BRAC relocations have since been completed and the initial surge in new construction has leveled off. This led to declines from 2010 through 2012 from the previous years' surges. The number of new single family residential units constructed

NEW HOME PERMITS

	SINGLE FAMILY UNITS		MULTIFAMILY UNITS	
	LAWTON	COMANCHE COUNTY	LAWTON	COMANCHE COUNTY
2002	122	146	10	24
2003	124	149	5	13
2004	138	166	0	0
2005	260	315	320	320
2006	215	308	248	274
2007	208	293	576	583
2008	149	230	20	24
2009	222	347	290	294
2010	195	298	18	28
2011	159	256	20	24
2012	139	N/A	12	N/A

N/A = data not available. Source: U.S. Census Bureau.

in the Lawton area in 2012 was down by nearly half from the housing boom peak in 2005, and was down nearly 40 percent from the post-BRAC boom in 2009. As of the 2011 American Community Survey, the homeowner vacancy rate in Lawton was 2.4 percent, or par with state and national levels.

HOME SALES, LAWTON AREA

YEAR	VOLUME	CHANGE IN VOLUME	MEDIAN PRICE	MEDIAN PRICE CHANGE	AVERAGES SOLD/ASKED RATIO	AVERAGE DAYS ON MARKET
2011	1,414	—	\$122,250	—	96.6%	86
2012	1,349	-4.6%	\$125,000	2.3%	96.3%	103

Note: Includes only those homes listed on the Oklahoma Multiple Listing Service. Source: Oklahoma Multiple Listing Service and Lawton-Fort Sill Economic Development Corporation.

Home Sales

In 2012, the number of homes sold in the Lawton area was down by 4.6 percent. The median sale price was \$125,000, up 2.3 percent. The average home sold for 96.3 percent of the asking price in 2012, down slightly from 96.6 percent in 2011. The average home sold in 2012 was on the market for 103 days, up from 86 the year prior. As of the end of December 2012, there was an inventory of 933 single family residential units for sale in the Lawton area listed on the Oklahoma Multiple Listing Service (MLS)—approximately an 8.3 month supply. This was up from a 7.8 month supply at the end of December 2011.

According to the Cost of Living Index published by the Council for Community and Economic Research, housing costs in Lawton, which include home prices, mortgage rates, and rental rates, were 10.6 percent below the national average in 2012. This is up considerably from previous years as home prices in the Lawton area have remained relatively stable while prices have declined considerably in other areas of the nation. In 2007, housing costs in Lawton were 24 percent below nationwide averages.

Home Ownership and Affordability

As of Census 2010, the homeownership rate in Lawton was 49 percent. A large contributor to the relatively low rate of home ownership is the military population, which tends to be younger and transient, and many of whom reside in family housing and group quarters on Fort Sill. As of the 2011 American Community Survey, the median value of homes in Lawton was \$109,800. The median monthly home cost (mortgage plus taxes, insurance, utilities, and fees) for homes with a mortgage was \$1,069. More than 30 percent of homeowners with a mortgage paid 30 percent of their income or more toward housing costs, suggesting a demand for affordable housing in the city. Thirty percent of gross income is a common threshold above which housing costs are considered to be not affordable.

Rental Market

As of Census 2010, 51 percent of occupied housing units in Lawton were renter-occupied. The rental vacancy rate as of the 2011 American Community Survey (ACS) was 5.3 percent. According to the ACS, the largest number of occupied rental units in Lawton in 2011 rented between \$500 and \$749 per month (rent plus utilities) accounting for 35.1 percent of all rentals. Units renting for \$750 to \$999 accounted for 32.9 percent. More than 46 percent of renters in Lawton in 2011 paid 30 percent of their income or more for rental expenses (rent plus utilities) suggesting a considerable demand for affordable rental housing in the city. Thirty percent of gross income is a common threshold above which housing costs are considered to be not affordable.

LAWTON RENTAL UNITS



*Gross rent includes contract rent plus utilities. Note: Includes occupied rental units only. Source: U.S. Census Bureau (2011 American Community Survey) and Lawton-Fort Sill Economic Development Corporation.

Commercial Construction

From 2007 through 2012, Lawton saw more than \$390 million in new commercial construction investment with more than 1,900 commercial construction projects (including new construction and remodeling/additions). As with residential construction, much of the commercial construction boom in the city in recent years has been driven by the Department of Defense's 2005 BRAC process, which significantly expanded the size of Fort Sill. The influx of military and civilian personnel and their families increased the demand for commercial goods and services, insulating the Lawton area from the economic downturn that affected most of the rest of the nation.

COMMERCIAL BUILDING PERMITS CITY OF LAWTON

YEAR	NUMBER OF PERMITS	TOTAL VALUATION
2007	281	\$96,918,400
2008	298	\$61,030,801
2009	346	\$91,716,560
2010	335	\$22,544,084
2011	342	\$63,681,287
2012	334	\$55,508,505

Note: Valuation reflects value shown on building permit and does not include value of land. Source: City of Lawton.



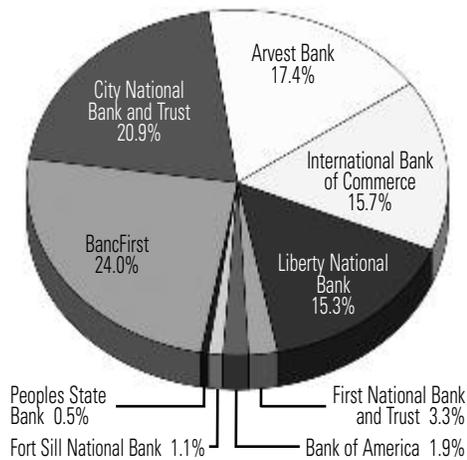
Banking and bankruptcy filings

Banking

Lawton is served by nine banks: BancFirst, City National Bank and Trust, Arvest Bank, International Bank of Commerce, Liberty National Bank, First National Bank and Trust, Bank of America, Fort Sill National Bank, and Peoples State Bank. BancFirst and City National Bank and Trust are the two largest in terms of deposit market share, accounting for 24 and 20.9 percent of Lawton’s market, respectively.

Bank deposits in Lawton in 2012 totaled \$1.02 billion, up 5.5 percent from 2011. The year 2012 was the first year deposits topped \$1 billion. Deposits increased every year from 2008 through 2012, despite the

LAWTON BANK DEPOSITS, MARKET SHARE (CITY), 2012



Note: Data reflect total deposits in the 12 months ended June 30. Source: Federal Deposit Insurance Corporation and Lawton-Fort Sill Economic Development Corporation.

BANK DEPOSITS

YEAR	LAWTON		COMANCHE COUNTY	
	AMOUNT	CHANGE	AMOUNT	CHANGE
2008	\$894,647,000	7.0%	\$1,150,877,000	4.9%
2009	\$905,363,000	1.2%	\$1,189,943,000	3.4%
2010	\$939,719,000	3.8%	\$1,237,582,000	4.0%
2011	\$969,482,000	3.2%	\$1,305,838,000	5.5%
2012	\$1,022,646,000	5.5%	\$1,387,431,000	6.2%

Note: Data reflect total deposits in the 12 months ended June 30 each year. Source: Federal Deposit Insurance Corporation and Lawton-Fort Sill Economic Development Corporation.

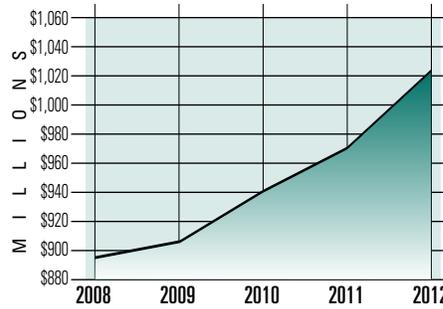
national recession and slow recovery. At the county level, deposits were up 6.2 percent in 2012 and increased each year from 2008 through 2012. Bank deposits in Lawton in 2012 accounted for 73.7 percent of total deposits in the Comanche County market, down from 74.2 percent in 2011. Lawton's share of the countywide market for bank deposits decreased each year from 2008 through 2012 as a result of stronger gains in deposits to banks located in the outlying cities. (Note: Bank deposit data include only those deposits made to commercial banks. They do not include deposits to credit unions or other financial institutions. Annual deposits include those made each year in the 12 month period ending June 30.)

LAWTON BANK DEPOSITS, SHARE OF COMANCHE COUNTY MARKET

YEAR	SHARE OF COMANCHE COUNTY MARKET
2008	77.7%
2009	76.1%
2010	75.9%
2011	74.2%
2012	73.7%

Note: Data reflect total deposits in the 12 months ended June 30 each year. Source: Federal Deposit Insurance Corporation and Lawton-Fort Sill Economic Development Corporation.

LAWTON BANK DEPOSITS



Note: Data reflect total deposits in the 12 months ended June 30 each year. Source: Federal Deposit Insurance Corporation and Lawton-Fort Sill Economic Development Corporation.

Bankruptcy Filings

In 2012, there were 342 total bankruptcies (all chapters) filed from within Comanche County, down 8.8 percent from 2011. Bankruptcy filings increased each year from 2007 through 2009 then decreased each year thereafter. Adjusting for population size, Comanche County's bankruptcy rate decreased from 2.98 to 2.71 bankruptcies per 1,000 residents in 2012, which was 13.7 percent below the state and 30.3 percent below the national level, reflecting a relatively healthy environment for lending and borrowing in Comanche County.

COMANCHE COUNTY BANKRUPTCY FILINGS

YEAR	POPULATION	TOTAL FILINGS	FILINGS PER 1,000 POP.
2008	118,001	394	3.34
2009	119,952	418	3.48
2010	125,368	410	3.27
2011	125,753	375	2.98
2012	126,390	342	2.71

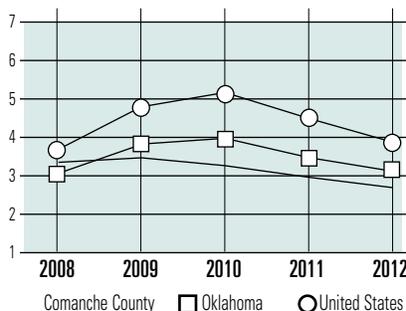
Source: US Bankruptcy Court, US Bankruptcy Court (Western District of Oklahoma), U.S. Census Bureau, and Lawton-Fort Sill Economic Development Corporation.

BANKRUPTCY FILINGS (PER 1,000 RESIDENTS)

YEAR	COMANCHE COUNTY	OKLAHOMA	UNITED STATES
2008	3.34	3.06	3.68
2009	3.48	3.82	4.80
2010	3.30	3.98	5.15
2011	2.98	3.47	4.53
2012	2.71	3.14	3.89

Source: US Bankruptcy Court, US Bankruptcy Court (Western District of Oklahoma), U.S. Census Bureau, and Lawton-Fort Sill Economic Development Corporation.

BANKRUPTCY FILINGS (PER 1,000 RESIDENTS)



Source: US Bankruptcy Court, US Bankruptcy Court (Western District of Oklahoma), U.S. Census Bureau, and Lawton-Fort Sill Economic Development Corporation.



Fort Sill

Overview

Fort Sill is an active U.S. Army installation located in Lawton and is part of city limits as the result of annexation in 1998. The fort was established in 1869 for stationing cavalry troops during the Indian Wars and is the oldest military installation in Oklahoma. Today, Fort Sill hosts the U.S. Army FIRES Center of Excellence, which integrates field artillery, air defense artillery, and electronic warfare. Fort Sill's missions include providing basic combat training (BCT) to new army recruits; advanced initial entry training (AIT)/military occupational specialty (MOS) training to soldiers of the army's field artillery and air defense artillery branches; training to U.S. Marine officer and enlisted field artillerymen; basic and advanced commissioned, noncommissioned, and warrant officer training; and support to Army and Department of Defense operations at the army, joint, interagency, intergovernmental, and multinational levels. The fort comprises 93,829 acres, which include 47,170 acres of maneuver area, 37,341 acres of impact area, 9,318 acres of cantonment area, and approximately 2,100 buildings. Fort Sill controls airspace up to 7,000 feet (airspace to the south of the fort is controlled by Sheppard Air Force Base, with which Fort Sill conducts joint training).

As of October 2012, there were 9,342 active duty military personnel (along with their family members) assigned to the fort. There are also approximately 7,000 military trainees (students) temporarily assigned to the fort for training on any given day (more than 30,000 students per year graduate from courses at Fort Sill). The resident population of Fort Sill (those actually residing on post) is approximately 4,350, which includes approximately 1,640 military personnel and 1,940 family members residing in on-post family housing, and 770 unmarried or unaccompanied military personnel permanently assigned and residing in troop billets/barracks. The 4,350 figure does not include the 7,000 students present for training on any given day; the majority of them are billeted on post. More than 80 percent of military personnel and their families permanently assigned to the post reside in surrounding communities including Lawton and the smaller cities and towns of Comanche County. There are also a large number of military retirees in the area with connections to the fort.

Economic Impact

Fort Sill is the largest employer in Comanche County and one of the largest in Southwest Oklahoma. In addition to the 9,432 permanently assigned military personnel and 7,000 students temporarily assigned to the fort for training on any given day, there were 930 National Guard and Reserve troops and the fort employed 2,830 civil service employees, 2,100 contractors, and 2,060 other civilian workers (including non-appropriated fund activity workers and employees of commercial firms, including AAFES, colleges and universities, and concessionaires located on post) as of October 2012.

According to Fort Sill officials, in 2012 the fort had over \$1 billion in pay and contracts, \$225 million in construction, \$87 million in retail spending, \$27 million in TRICARE (health insurance) spending, \$1 million in legal claims, and \$557 million in other spending. According to research by the Oklahoma Department of Commerce, Fort Sill had a direct, indirect, and induced statewide impact (output) of \$8 billion in 2010; this is projected to increase to \$8.3 billion in 2015. The direct, indirect, and induced impacts include spending by the fort, as well as by households receiving income from the fort and its activities.

The Department of Defense's 2005 Base Realignment and Closure (BRAC) process relocated the Army's Air Defense Artillery headquarters, the Air Defense Artillery School, and the 31st Air Defense Artillery Brigade from Fort Bliss, Texas to Fort Sill. The move ushered in a period of growth and expansion in Fort Sill and surrounding communities providing a strong buffer against the national recession in 2008 and 2009. A study by the Department of Defense, Office of Economic Adjustment, projected the 2005 BRAC would create more than 3,500 new permanent jobs, more than \$950 million in capital investment on the fort, an additional 3,200 private sector jobs, and more than \$4.4 billion in direct, indirect, and induced economic impact over 15 years. The report projected population growth of 20,000 related to the BRAC changes. According to the Lawton-Fort Sill Regional Growth Plan, population growth related to the 2005 BRAC is expected to create demand for 6,800 additional housing units between 2007 and 2020.



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recession...



Comanche County agriculture

Overview

Agriculture, particularly livestock ranching, is a significant part of the Comanche County economy. As of the 2007 Census of Agriculture, top livestock are cattle and calves, horses and ponies, goats, fowl, and sheep and lambs. Top crop items are forage land, wheat for grain, cotton, and sorghum for grain and silage. Between 2002 and 2007, the number of farms in Comanche County declined by 62 (-5.2 percent) from 1,188 to 1,126. Total farm acreage, however, increased from 425,000 to 497,500 as the result of growth in the number of larger farms (500 acres and more). The number of farms with annual sales valuing less than \$2,500 grew by 12.4 percent from 412 to 463, and those with sales from \$10,000 to \$24,999 increased by 7.5 percent from 173 to 186. The number of farms with annual sales from \$2,500 to \$9,999, and those with sales of more than \$25,000 decreased. The market value of agricultural products sold grew by 18 percent from \$32.9 to \$38.8 million between 2002 and 2007. Livestock accounted for 77.3 percent of total sales in 2007 (up from 74.8 percent in 2002).

COMANCHE COUNTY AGRICULTURE

	2007	2002	CHANGE	% CHANGE
Farms (number)	1,126	1,188	-62	-5.2%
Land in farms (acres)	497,502	425,146	72,356	17.0%
Land in farms - Average size of farm (acres)	442	358	84	23.5%
Estimated market value of land and buildings - Average per farm (dollars)	506,837	280,816	226,021	80.5%
Estimated market value of land and buildings - Average per acre (dollars)	1,147	768	379	49.3%
Estimated market value of all machinery and equipment - Average per farm (dollars)	52,948	46,020	6,928	15.1%
Farms by size - 1 to 9 acres	54	62	-8	-12.9%
Farms by size - 10 to 49 acres	222	220	2	0.9%
Farms by size - 50 to 179 acres	377	418	-41	-9.8%
Farms by size - 180 to 499 acres	237	288	-51	-17.7%
Farms by size - 500 to 999 acres	117	100	17	17.0%
Farms by size - 1,000 acres or more	119	100	19	19.0%
Total cropland (farms)	798	862	-64	-7.4%
Total cropland (acres)	160,736	178,138	-17,402	-9.8%
Irrigated land (farms)	24	16	8	50.0%
Irrigated land (acres)	1,449	273	1,176	430.8%
Market value of agricultural products sold (\$1,000)	38,829	32,892	5,937	18.0%
Market value of agricultural products sold - Average per farm (dollars)	34,484	27,687	6,797	24.5%
Market value of agricultural products sold - Crops (\$1,000)	8,795	8,279	516	6.2%
Market value of agricultural products sold - Livestock, poultry, & their products (\$1,000)	30,034	24,613	5,421	22.0%
Farms by value of sales - Less than \$2,500	463	412	51	12.4%
Farms by value of sales - \$2,500 to \$4,999	89	124	-35	-28.2%
Farms by value of sales - \$5,000 to \$9,999	161	214	-53	-24.8%
Farms by value of sales - \$10,000 to \$24,999	186	173	13	7.5%
Farms by value of sales - \$25,000 to \$49,999	97	110	-13	-11.8%
Farms by value of sales - \$50,000 to \$99,999	62	78	-16	-20.5%
Farms by value of sales - \$100,000 or more	68	77	-9	-11.7%

Source: U.S. Department of Agriculture and Lawton-Fort Sill Economic Development Corporation.



Tourism



Tanna Vu

Tourism Director
Lawton-Fort Sill
Chamber of Commerce

A MESSAGE FROM THE LAWTON FORT SILL CHAMBER OF COMMERCE

“Historic Lawton Fort Sill has played an important role in shaping our great state for more than 100 years. Nestled in the oldest of mountains, Lawton Fort Sill is rich with relics and tales from a time long gone. It is where you can explore Native American history, pioneers, wildlife habitat, and military heroes. Our meaningful past and unique present will make your visit unforgettable. You will find inspirational beauty, historic importance, natural splendor, and great fun for all ages. We know you will find your Passport to Adventure here!!”

“Tourism is the third largest industry in Oklahoma and is a significant component of our local economy. The local hotel/motel collections assist with tourism growth and opportunity. Our focus is on recruiting agriculture shows, bus tours, and sporting events; attending travel shows; partnering with the state travel and recreation department; and continuing to build tourism relationships in our state that will set Lawton Fort Sill apart from other Oklahoma destinations.”

“Lawton Fort Sill attracted 613,000 visitors in 2012 at our local attractions. A large draw is Fort Sill. By participating at Fort Sill Family Days every week we are able to pass out maps and other tourism materials about shopping, dining, recreation, and lodging. This allows the soldier and family a way to enjoy and explore our community. The Wichita Mountains Wildlife Refuge draws more than a million visitors each year. These visits along with others are a direct impact in the annual tourism dollars generated. We promote Lawton Fort Sill as your Passport to Adventure!”

“We produce more than 100,000 publications pieces a year. Our publications are the Membership Directory & Business Guide, City Life, Conference & Event Guide, Visitor’s Guide, and local maps. We distributed over 100,000 tourism literature last year. These materials are disbursed for Family Days, relocation packets, tourism packets, convention packets, membership services, hoteliers, state visitor centers, state fulfillment program, travel shows, and walk-in requests.

“Our newest promotion is the Duty Rowe Fit Kids Fitness Trailway. Fit Kids of Southwest Oklahoma along with Fort Sill MWR, Wichita Mountains Wildlife Refuge, City of Lawton, and the towns of Medicine Park, Meers, and Cache have come together to help our youth stay fit and active. You can find a copy of this map, as well as other publications mentioned above, at www.lawtonfortsillchamber.com. You can use the map to discover easy to challenging hiking and biking trails right in our own backyard. The Fitness in Action Series draws thousands of active participates to Lawton throughout the year to complete in runs, walks, and bike rides making Lawton a fitness destination. Get Up, Get Out, Get Moving!”

–Tanna Vu, Director of Tourism

ECONOMIC IMPACT OF TRAVEL SPENDING, COMANCHE COUNTY

FISCAL YEAR	TRAVEL EXPENDITURES (\$ MIL)	INCOME (\$ MIL)	JOBS	LOCAL TAX REVENUE (\$ MIL)
2006	119.51	24.00	1,510	2.28
2008	146.65	27.70	1,710	2.87
2010	172.34	31.50	1,830	3.64

Source: Oklahoma Tourism and Recreation Department.

Economic Impact

Tourism is a significant component of the economy of Comanche County. As an export-oriented industry, tourism brings dollars to the local area from other regions, generating sales, jobs, income, and tax revenue. According to a study by the U.S. Travel Association, Comanche County enjoyed the fourth largest economic impact of Oklahoma’s 77 counties from tourism and travel in 2010 (behind Oklahoma, Tulsa, and Cleveland counties). Travel expenditures in Comanche County in 2010 totaled \$172.3 million, generating \$31.5 million in income and supporting 1,830 jobs. Travel-related spending also produced \$3.6 million in county and municipal tax revenue. Despite the recession and slow economic recovery, travel-related expenditures in Comanche County increased by 44.2 percent from 2006 to 2010. Most of the strong growth is attributable to the 2005 Base Realignment and Closure process, which greatly expanded Fort Sill and related travel activity. The city benefits from hundreds of families traveling and staying in the Lawton-Fort Sill area to attend military graduations (families stay for 3-5 days depending on the graduation schedule).

Attractions and Activities

Lawton-Fort Sill and the Comanche County area are home to art galleries, several casinos, a cinema, a mall, numerous restaurants and bars, more than 80 parks, a water park, performing arts theatres, and several sports and recreation opportunities. Key attractions include:

WICHITA MOUNTAINS WILDLIFE REFUGE

The country's first natural wildlife refuge, the 59,000 acres of natural grasslands provide habitat for bison, elk, deer, and longhorn cattle, plus more than 50 mammals, 240 bird species, 64 reptiles and amphibians, 36 fish species, and 806 plant species. Numerous sites within the refuge are popular attractions, including the scenic drive to the Mt. Scott summit, which rises 2,500 feet above the plains; a state-of-the-art visitor and education center; a prairie dog village; the Holy City of the Wichitas, site of the nation's longest running outdoor Easter passion play depicting the life, death, and resurrection of Jesus Christ; and numerous lakes, campsites, and trails. The Wichita Mountains National Wildlife Refuge has been named the most beautiful place to visit in Oklahoma by travelok.com. For more information, visit www.fws.gov/refuge/Wichita_Mountains.

MUSEUM OF THE GREAT PLAINS

The museum features special collections and exhibits that spotlight the cultural and natural history of the Great Plains. The Red River Trading Post is a replica of trading posts in the region from the 1830s and 1840s and features a fortified log stockade and two-story trader's cabin. The Red River Trading Post hosts a Spring Encampment in May and Fall Encampment in November. For more information, visit www.museumgreatplains.org.

HISTORIC MATTIE BEAL HOME

Listed on the National Register of Historic Places, this is a 14 room Greek-revival style mansion constructed in 1909. In the land lottery of 1901, in which the federal government opened Southwest Oklahoma for settlement, the second name drawn was Mattie Beal, who chose her 160-acre allotment south of the Lawton town site. The Mattie Beal Home hosts group tours, wedding, luncheons, and receptions. For more information, visit www.lawtonheritage.org.

COMANCHE NATIONAL MUSEUM & CULTURAL CENTER

The museum offers detailed history of the Comanche people, traditional cultural objects, and national traveling American Indian exhibits from metropolitan museums across the United States. For more information, visit www.comanchemuseum.com.

FORT SILL NATIONAL HISTORIC LANDMARK MUSEUM

Fort Sill National Historic Landmark Museum is an historic frontier army post museum with programs throughout the year. Exhibit facilities open to the public include the Interpretive Center, a cavalry barracks furnished to 1875, an 1872 guardhouse, and Warrior's Journey Native American gallery. For more information, visit sill-www.army.mil/museum.

U.S. ARMY FIELD ARTILLERY MUSEUM

The U.S. Army Field Artillery Museum tells the story of artillery from 1775 to present with more than 70 guns and artillery pieces and numerous other artifacts from head gear and ammo to small arms and uniforms. For more information, visit sill-www.army.mil/famuseum.

The Film Industry

The Oklahoma Film & Music Office administers three incentive programs to recruit film and music projects and encourage development of infrastructure: a 37 percent rebate program on qualifying expenditures, a construction tax credit, and a sales tax exemption. At the local level, the City of Lawton can assist motion picture and television production through resolutions, and the city manager may temporarily suspend certain city code requirements, including closing streets; making streets available only to one way traffic; providing for no-parking zones; waiver of certain application procedures such as parade and assembly permits; authorizing temporary food-service establishments and food handlers licenses; waiver of the noise restrictions on loudness and time; and a waiver for light pollution of neighborhoods. In addition, the city manager may waive certain application, inspection, and licensing fees. The city manager may authorize the chief of police and fire chief to provide assistance with aspects of production. For more information on statewide incentives, visit www.ok.gov/oklahomafilm. For more information on local incentives, visit www.cityof.lawton.ok.us/lahc.

Sports Destination

Lawton is a sports destination with historical appeal, uniting sports facilities with natural and historical attractions. A focus of the Lawton Fort Sill Chamber of Commerce has been promoting Lawton for its cost-effectiveness and charm of a small town, but with major metropolitan amenities, welcoming sports events of all sizes and budgets.

GREAT PLAINS COLISEUM

The Coliseum is a multi-purpose arena featuring an arena floor of 12,000 square feet with excellent sight lines. The Coliseum seats 2,400 patrons in chair back seating. Depending on the type of event, the floor area can accommodate up to 1,000 patrons in portable chairs. Additional display space is located under the grandstands, with room for more than 120 ten-by-ten-foot booths. Two break rooms are available for meetings along with a show office with telephone service, restroom, and shower facilities. A banquet kitchen is attached to the building.

GREAT PLAINS EXPO

The Expo Building is located immediately north of the Coliseum and has more than 80,000 square feet of space. The Expo Building hosts livestock shows and sales; auctions; car and truck shows; open air concerts; and festivals. The Expo Building has stall space for 700 head of cattle and 500 head of lambs and hogs, as well as 200 horse stalls. There are more than 200 feet of wash racks inside the building with eight acres of tie out space available. The open air building is also available for parties and family reunions.

Agritourism

Situated in a region driven by agriculture, Lawton Fort Sill Chamber of Commerce has promoted the area as a prime location for agritourism—one of the largest areas of growth in the tourism industry. Numerous agritourism events take place in Lawton annually. A signature event is the Wichita Mountains Classic, a livestock show that showcases the most promising youth in agriculture who participate in the Steer & Heifer show. Presented by the Agricultural Promotions Committee of the Lawton Fort Sill Chamber of Commerce, this show is the result of decades of rich tradition in agriculture, animal husbandry, and generous payouts. Other events which draw out-of-town guests are the annual Buffalo Auction and Longhorn Auction held each year at the Wichita Mountains Wildlife Refuge, the Lawton Rangers Rodeo, and the Grand National Horseman Association's National Playday Finals. A new venue is the local Farmers Market held at the Great Plains Fairgrounds.



Renewable energy

Local Renewable Energy Opportunities

Public Service Company of Oklahoma, a unit of American Electric Power that provides electrical service to the Lawton area, obtains power from wind farms in Minco, Oklahoma, and makes it available for purchase for residential, commercial, and industrial customers (including municipalities, governmental organizations, school districts, and educational institutions). This voluntary renewable energy program allows customers to purchase all or part of their electricity from wind in blocks of 100 kilowatt-hours per month for \$1.72 per block (as of early 2013) added to the customer's regular bill. Residential customers may purchase one 100-kwh block per month or multiple blocks up to 100 percent of their average energy usage. Commercial customers may purchase monthly blocks subject to minimum and maximum quantities based on customer type. For detailed up-to-date information on incentives, visit www.psoklahoma.com.

State and Federal Renewable Energy Incentives

The State of Oklahoma offers several renewable and efficient energy incentives, including the Energy Efficient Residential Construction Tax Credit, Zero-Emission Facilities Production Tax Credit, Tax Credit for Manufacturers of Small Wind Turbines, Energy Efficient Residential Construction Tax Credit, and Property Tax Exemption for Wind Generators. At the federal level, several corporate and personal tax exemptions and credits are available, along with grant and loan programs. For more information on state and federal incentives, visit the Database of State Incentives for Renewables & Efficiency (DSIRE) website at www.dsireusa.org.



Community resources

City of Lawton

212 SW 9th St, Lawton, OK 73501
 Telephone (580) 581-3500
 Website www.cityof.lawton.ok.us

City Clerk (580) 581-3305
 City Manager (580) 581-3301
 Engineering Division (580) 581-3385
 Finance Department (580) 581-3328
 Housing and Community Development (580) 581-3347
 Parks and Recreation Department (580) 581-3400
 Planning Department (580) 581-3375

Lawton-Fort Sill Chamber of Commerce

302 W Gore Blvd, Lawton, OK 73501-4302
 Telephone (580) 355-3541
 Website www.lawtonfortsillchamber.com

Lawton-Fort Sill Economic Development Corporation

302 W Gore Blvd, Lawton, OK 73501-4302
 Telephone (580) 355-3541 / (800) 872-4540
 Website www.lawtonedc.com

Cameron University

2800 W. Gore Blvd, Lawton OK 73505
 Telephone (580) 581-2200
 Website www.cameron.edu

Great Plains Economic Development Center

4500 W Lee Blvd, Building 600, Lawton OK 73505
 Telephone (580) 250-5551
 Website www.edc.greatplains.edu

Entrepreneurship and Business Development ... (580) 250-5553
 Agricultural Enterprise Management. (580) 250-5565
 Management and Leadership Development ... (580) 351-6751
 Government Procurement Assistance (580) 250-5554
 Safety and Environmental Services (580) 250-5552
 Corporate Training and Employee Development . (580) 250-5552
 Corporate Recruitment (580) 250-5558
 Employee Selection (580) 250-5585
 Computer Training (580) 250-5606

Center for Emerging Technology & Entrepreneurial Studies

Telephone (580) 581-5447
 Website www.cetes.org

Small Business Development Center

711 SW D Ave Ste 203, Lawton, OK 73501
 Telephone (580) 248-4946
 Website www.osbdc.org

Oklahoma Employment Security Commission/Lawton Workforce Center

1711 SW 11th St, Lawton, OK 73501
 Telephone (580) 357-3500
 Website www.ok.gov/oesc_web

Comanche County

315 SW 5th St, Lawton, OK 73501
 Telephone (580) 355-5214
 Website www.comanchecounty.us

Association of South Central Oklahoma Governments

1702 SW 11th, Lawton, OK 73501-7327
 Telephone (580) 248-0000
 Website www.ascog.org

Utilities and Telecommunications**AMERICAN ELECTRIC POWER CO, INC.**

226 SE B Ave, Lawton, OK 73501
 Telephone (800) 277-2177
 Website www.aep.com

AT&T

Telephone (888) 944-0447
 Website www.att.com

FIDELITY COMMUNICATIONS CO.

811 SW D Avenue, Lawton, OK 73501
 Telephone (580) 699-2020 / (800) 392-8070
 Website www.fidelitylawton.com

CENTERPOINT ENERGY OKLAHOMA GAS

Telephone (866) 275-5265
 Website www.centerpointenergy.com

LAWTON WATER DEPARTMENT

103 SW 4th St, Lawton, OK 73501
 Telephone (580) 581-3308
 Website www.cityof.lawton.ok.us



About the Lawton-Fort Sill Economic Development Corporation

Lawton-Fort Sill Economic Development Corporation (EDC) promotes the Lawton-Fort Sill community, businesses, workforce training, academic institutions, and lifestyle strengths worldwide to attract the world's finest companies, entrepreneurs, and professional talent. Ultimately, Lawton-Fort Sill EDC's goals are to strengthen regional employment, build a base of high-value industries, and significantly improve the economic future for all who live and work in the region.

Lawton-Fort Sill EDC is a 501(c)(6) not-for-profit corporation supported and led by local business and community leaders, city government, and top academic institutions. Lawton-Fort Sill EDC collaborates closely with other entities throughout the Southwest Oklahoma/Lawton region and the state to ensure a globally competitive, sustainable regional economy through quality job creation. Lawton-Fort Sill EDC consistently partners with Oklahoma Department of Commerce in pursuit of job development.

Mission

The Lawton-Fort Sill EDC mission is to drive and ensure economic growth by recruiting and creating high-quality jobs in the Lawton area. This includes attracting new capital investment, and retaining and expanding existing businesses and industries with a focus on high-technology industries.

Services

Lawton-Fort Sill EDC promotes and supports the greater Lawton Oklahoma region as a world-class center of commerce and trade for Oklahoma. Lawton-Fort Sill EDC provides a wide array of information and free confidential services to assist industries and international businesses to locate or expand operations in the Lawton region. Services include:

- Economic development project management—from start to finish
- Marketing the Greater Lawton Region to attract prospective employers, funding, and investors to the region from the public and private sectors

- Custom demographic research and economic impact analysis (REMI)
- Building and site location inventory
- Real estate analysis and market research, including site selection for builders and developers and a unique database of available inventory
- Facilitate in design, application, and implementation of state and local incentives
- Direct access to financial services
- Coordinate design and implantation of customized business and industry training
- Local government-relation services to new industries
- Industrial Development Agency liaison
- Community Economic Development Planning

Board of Directors

Mr. Philip D. Kennedy, President/CEO, Comanche Lumber Company, Inc.

Mr. Ron Nance, President/CEO, Ron Nance Enterprise

Mr. Paul Ellwanger, City National Bank

Ms. Debra Burch, President/CEO, Lawton Fort Sill Chamber of Commerce

Mr. Bryan Long, City Manager, City of Lawton

Mr. Arthur Patrick, General Manager, Lawton Communications

Mr. Clarence Fortney, Deputy Superintendent, Great Plains Technology Center

Mayor Fred Fitch, Mayor of the City of Lawton

Mr. Brad Burgess, Attorney, Burgess & Hightower Law Firm

Dr. Cindy Ross, President, Cameron University

Dr. Tom Thomas, Superintendent, Great Plains Technology Center

Toney Stricklin, Major General, U.S. Army, Retired

Joe E. Gallagher, SES, Deputy to the Commanding General, Fires Center of Excellence

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