



Stillwater At A Glance

**Demographic Profile
July 2007**

Everywhere is Within Reach of Stillwater

Demographics At A Glance July 2007



Oklahoma City	65 Miles
Tulsa	70 Miles
Dallas	267 Miles
Kansas City	315 Miles
Little Rock	344 Miles
St. Louis	465 Miles
Memphis	472 Miles
Albuquerque	609 Miles
Denver	642 Miles

Payne County Demographics

Total Population	73,818
Median Age	30.6 Years
Male	51.4%
Female	48.6%

32% of Payne County are between the age of 20 and 34 years.

Source: US Census Bureau

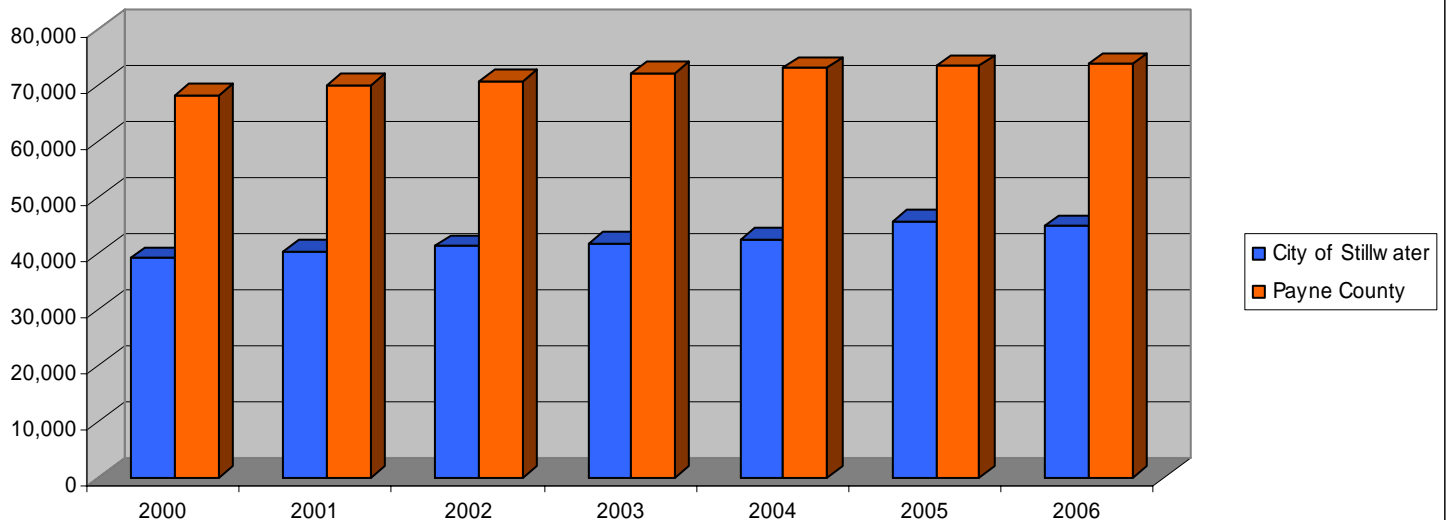
Cost of Living in Stillwater

US Average = 100

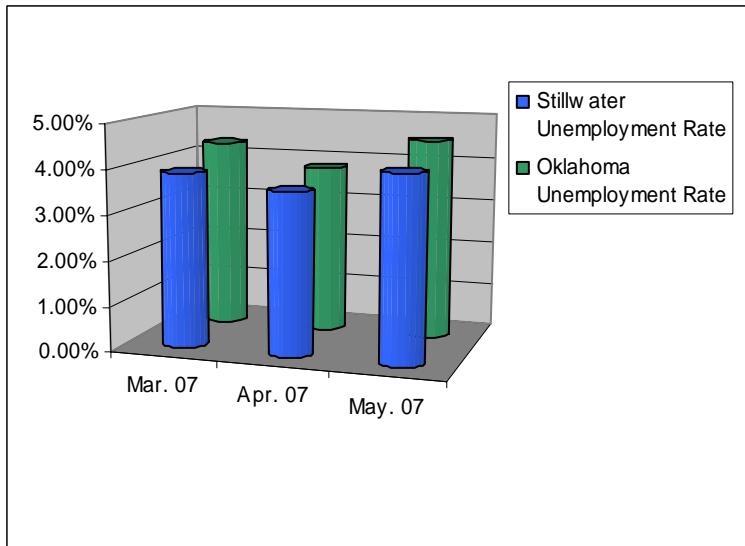
Stillwater	90.4
Dallas TX	92.5
Austin TX	93.4
St. Louis MO	96.1
Denver CO	102.3
Chicago IL	111.7
San Francisco CA	172.1
New York NY	213.7

Source: ACCRA Cost of Living Index 1st Qtr. 07

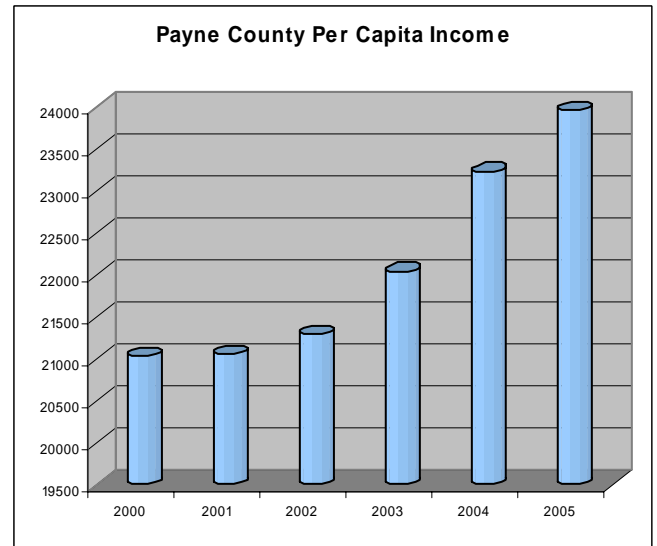
Population Growth



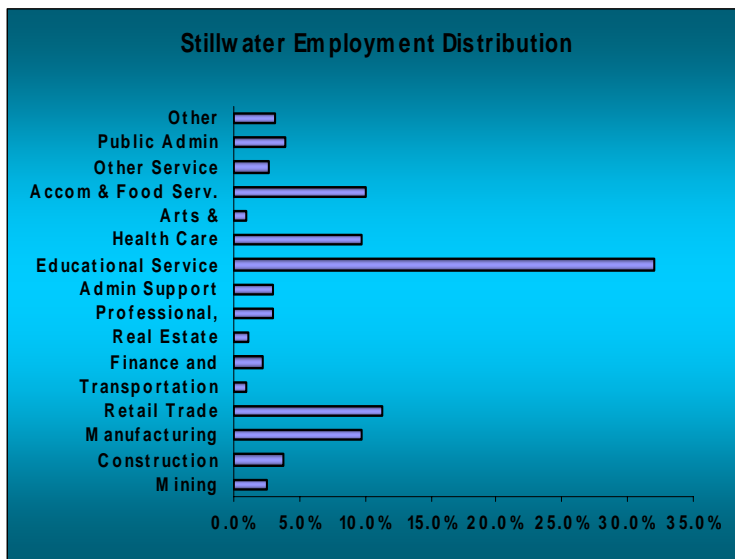
Oklahoma is a right-to-work state. This was approved by special election in 2001. Oklahoma has a 15.9% unionization rate, the national average is 23.8%. There are no unionized companies in Stillwater.



Stillwater's Unemployment Rate is 4.1%
Traditionally lower than the State of Oklahoma



Payne County has experienced nearly a 14% growth rate in Per Capita Income since 2000



Educational Services is the largest employment sector in Stillwater, this is due to Stillwater being home to Oklahoma State University which is the largest employer in the community. Health care, retail and manufacturing are also very strong employment sectors and account for many employees.

Stillwater Workforce Characteristics*

Payne County "in-bound commuters"	4,838
Bachelors Degree or Higher	48%
High School Educated	91.6%
Mean Time to Work	12 Minutes

Tax Information

Corporate Income tax	Net Income received for business transacted within the state	6%
Franchise Tax	Capital employed to produce state income	\$10-\$20,000 Max \$1.25 per \$1,000
Sales & Use Tax	Receipts from sales/use of taxable items	8.75%
Unemployment Insurance	Wages to approximately \$10,500	0—5.4% 1% for new employees
Real Property Tax	Uniform assessment of 11% not to exceed 13.5%	Approx 1% of market value
Personal Property Tax	Uniform assessment of 10% not to exceed 15%	Approx 1% of market value
Personal Income Tax	Taxable Income	Varies; 0.5% of first \$1,000 To 6.65% over \$10,000

Major Employers in Stillwater 2007

Company	Number of Employees in Stillwater
Oklahoma State University	5589
Mercury MerCruiser	901
Stillwater Medical Center	815
Stillwater Public Schools	700
City of Stillwater	547
Wal Mart (Perkins Rd)	500
Stan Clark Companies	426
Quebecor World	400
Goober Drilling	300
Wal-Mart (Hwy 51)	300
Oklahoma Dept of Career and Technology Education	275
National Standard	250
Stillwater National Bank & Trust	240
Stillwater Designs	228
Wittwer Construction	221
Creative Labs	200
Armstrong World Industries, Inc	194
Ocean Dental	190
Lowe's	160
Nomadics	140
Meridian Technology Center	117
Stillwater Milling Company	100

Business Incentives

The Following **State Incentives** May Be Available to Qualifying Companies

- Oklahoma Quality Jobs Program
- Small Employer Quality Jobs Incentive Act
- Property Tax Exemptions for New and Expanding Manufacturers
- New Market Tax Credits
- State Enterprise Zone Benefits
- Oklahoma Training for Industry Program
- Sales Tax Exemptions on Goods Used in Manufacturing
- Sales Tax Exemptions on Energy Used in Manufacturing
- New Jobs Income Tax Credit
- Freeport Inventory Tax Exemption
- Foreign Trade Zone

The Following **Local Incentives** May Be Available to Qualifying Companies

- Cash awards (Forward Stillwater)
- Research partnerships (Oklahoma State University)
- Utility Rate Reductions or Rebates (City of Stillwater)
- Tax Increment Financing (City of Stillwater)
- Infrastructure (City of Stillwater)
- Build-to-suit-to-lease (Stillwater Industrial Foundation)
- Land (Stillwater Industrial Foundation)
- Training (Meridian Technology)
- Private relocation incentives



Elementary & Secondary Education

Stillwater School District contains six elementary schools, one middle school, one junior high, one high school

Stillwater schools have 5,452 students with an average student to teacher ratio of 13:1

Recent Accolades

A top 100 school district in the nation

Top 5% in Oklahoma in number of National Merit Scholarships during last 5 years

Top Composite ACT scores in Oklahoma

The Center for Business Development

The Center for Business Development offers office space and/or lab and engineering space. But more importantly, it is a place where the very structure makes it possible to conduct business in a way that maximizes the chances for success. While in the Business Incubator, companies have an opportunity to learn sound business practices, fine tune their product or service offering and make valuable contacts.

In addition the Center for Business Development offers the following fundamentals:

- Affordable furnished office space upfit to your requirements
- Shared business support services and office equipment
- Secretarial support on a per-hour basis
- Conference rooms with multimedia presentation equipment
- Shared reception & notary services
- Available telephone services
- Broadband Internet access

The Center for Business Development is an Oklahoma Department of Commerce certified business incubator, which automatically qualifies clients for a **10-year, state income tax exemption**

Northern Oklahoma College (NOC)

NOC Stillwater campus opened in 2003 as the Gateway Program for Oklahoma State University. NOC offers students academic assistance in Math, English and other areas to strengthen their academic credentials. Gateway students have the same privileges given to regular OSU students including meal plan, library access, housing and other facilities. Over 500 students are currently enrolled in the Gateway Program. In addition to the Gateway Program NOC offers freshman courses in Math, English, Social Sciences and the humanities.



Meridian Technology Center (MTC)

Founded in 1973, Meridian Technology Center now serves over 11,000 students each year. With over 34 daytime and adult full-time programs. Employing over 100 full-time instructors, Meridian Technology Center can meet your business training and development needs. Custom training programs may also be available.

MTC offers certificate programs in several areas including:

Air Conditioning/Refrigeration
Automotive Technology
Biotechnology
Business Technology
Certified Massage Therapy
Collision Repair Technology
Cosmetology
Culinary Arts
Computer Aided Drafting (CAD)
Electrical Technology
Health Careers
Information Technology
Machine Tool / CNC Machining
Manufacturing Technology
Masonry
Practical Nursing
Precision Metal Fabrication
Pre-Engineering Technology
Radiologic Technology
Residential/Commercial Construction
Welding

Oklahoma State University (OSU)

- OSU is a comprehensive, land-grant research university that is nationally known for its teaching, research and outreach programs.
- The University has a statewide mission, with Agricultural Experiment Stations throughout Oklahoma and Cooperative Extension offices that serve all 77 counties.
- The OSU System comprises OSU-Stillwater, OSU-Tulsa, OSU-Oklahoma City, OSU-Okmulgee, the OSU Center for Health Sciences in Tulsa, the OSU College of Veterinary Medicine, the Oklahoma Agricultural Experiment Station and the Oklahoma Cooperative Extension Service.
- Enrollment systemwide is about 30,500 students.

Education At A Glance
July 2007

Founded 1890

Enrollment: 23,461

- One of the state's two flagship comprehensive research universities.
- Students from all 50 states and 115 different nations.
- Operations in all 77 Oklahoma counties.
- Named a Truman Honor Institution for excellent work in producing Truman Scholars.
- A national leader in telecommunication and distance learning.
- Academic colleges provided more than 2,500 outreach/extension programs that served more than 100,000 citizens last year.
- Safest campus in the Big 12.
- Library has two million volumes.
- More than 185,000 alumni throughout the nation and the world.
- Home of 43 national championships and 142 individual national championships.



OSU Colleges

- Agricultural Science and Natural Resources
- Arts and Science
- Business Administration
- Education
- Engineering, Architecture and Technology
- Graduate
- Human Environmental Science
- Veterinary Medicine



2006-2007 Academic Year

Degrees Awarded

Bachelors	3,712
Masters	800
Doctorates	196
Professionals/DVM	67
Total	4,775

Research at Oklahoma State University

Homeland Security: A national focus on homeland security drew attention to OSU, and consequently, the Oklahoma State Regents for Higher Education pledged \$19M to OSU's Homeland Security Initiative. OSU has leveraged those funds to finance new laboratories, including state-of-the-art facilities operating at the Oklahoma Technology and Research Park and new biosafety laboratories on campus.

OSU's sensor research program involves a collection of more than 40+ researchers who collaborate with other universities and industry to identify needs for future sensor research and technologies and transfers them to the marketplace. The major focus areas of this research are biomedical sensors, optical sensors, radiation sensors, bacterial sensors, environmental sensors and sensors for homeland security and defense applications. A new National Sensor Testing Center will enable the rapid transfer of innovative technologies from the laboratory to the end user.

OSU is nationally known for research in numerous biotechnology disciplines, including agriculture, animal science, veterinary medicine, biosystems and agricultural engineering, plant and soil sciences and sensors. Researchers have made invaluable contributions to technology innovation, economic development and homeland security. The university is committed to the formation of a research corridor and a bioscience cluster in central Oklahoma and supports ongoing collaborations with industries, national laboratories, medical facilities and other university research groups. State and federal funds support new initiatives and biosafety research facilities that lead to innovation, economic development and national security.

OSU's space research program recently received national recognition with the development of a technique adopted by NASA for the recent Discovery shuttle mission. The OSL technique developed by an OSU research team was used in a badge modified by NASA for crew members' badges. In addition, OSU is part of an international research team working on the MATROSHKA project that is part of ongoing studies conducted on the International Space Station. With a shift in space exploration to missions that will include the Moon and Mars, OSU is also focused on dating Martian soils and is collaborating with a local company, Nomadics, to develop a device that will allow the entire process to take place on Mars with the help of a robot. OSU collaborates with other local companies, national laboratories and federal agencies on space-related projects. These efforts have led to the formation of a cluster of companies dedicated to space research.

Energy research across campus is diverse and addresses global issues impacting the world. Research on fossil fuels, renewable energy, and energy conservation contribute to instruction, outreach and economic activities. Achieving energy sustainability requires aid from outside participants with various disciplinary and occupational backgrounds. Research projects range from aspects of energy water to economic analysis to wind energy. Research addresses all aspects of sustainable energy research, including technical and social, fundamental and applied, scientific and technological, and short- and long-range goals.

Research Space Available In Stillwater

A joint venture between Oklahoma State University, Meridian Technology and the City of Stillwater has produced a 170 acres technology park know as the Oklahoma Technology and Research Park (OTRP)

Oklahoma Technology and Research Park is an emerging knowledge center and high-value business destination for knowledge-based companies in Stillwater, Oklahoma—a vibrant city in north-central Oklahoma that is home to Oklahoma State University and Meridian Technology Center.

OTRP is designed to provide customized facilities for technology-based or knowledge-driven firms in all stages of development, and whether seeking a single office, a laboratory, an entire floor of a building, or an entire building.



Major Highways

I-35 is 15 miles west of Stillwater and connects the community with Oklahoma City (65 miles south), Dallas (267 miles south), and Wichita (110 miles north). Stillwater is connected to I-35 by State Hwy 51 which is a four lane divided highway with a 70 m.p.h. speed limit.

The Cimarron Turnpike along with US 64 and US 412 are located north of Stillwater and give easy access to Tulsa (70 miles east)

20-40-60 Mile Radius



Population Within

20 Miles	81,993
40 Miles	236,929
60 Miles	1,372,342

Air Service

Stillwater Regional Airport is one of Oklahoma's top general aviation/corporate/air carrier airports. SRA has a 7,400 sq. ft X 100 ft. runway with a weight capacity of 165,000 pounds. The Stillwater Regional Airport is capable of accommodating both large transportation and cargo aircraft. In addition to major air carriers, which accommodate Big 12 sports charter flights, the airport serves a variety of corporations and businesses who fly jets and turbo-props into and out of the airport on a regular basis.

The airport is equipped with a manned control tower, state of the art instrument approach facilities, FAA computerized, automated weather stations, as well as, runway and approach lighting to meet the latest requirements for all weather operations. A 2004 FAA report cited SRA as the third fastest growing general aviation airport in America.

The airport is attended from 7:00 a.m. to 10:00 p.m. daily and is open to flight operations 24 hours a day, 365 days a year. Stillwater Regional Airport is one of only four Federal Aviation Administration FAR 139 Certified airports in the state of Oklahoma and has been designated as one of the top ten growth airports in the state of Oklahoma.

Tulsa International Airport and Will Rogers World Airport in Oklahoma City are both one hour from Stillwater. Major airlines serving these airports include American, United, Delta, Southwest and Continental. Arrivals and departures occur about every four minutes. Daily flights are available to all parts of the U.S., Central and South America, Europe and the Far East. Great Lakes Airlines provides daily service from Ponca City, 40 miles north, to Denver.



Rail Service

Stillwater Central Railroad, a division of Watco, provides rail service to Stillwater via a 20 mile spur connecting with the Burlington Northern Santa Fe Railroad just north of Stillwater.

Port

Stillwater is served by America's most inland water port. Tulsa's Port of Catoosa and the McClelland-Kerr Navigation Channel are 75 miles east and link Stillwater with the Mississippi River and the rest of the world.

Motor Freight Service

Two motor freight companies with terminals provide daily service to the Stillwater Area. 10 additional carriers serve the area on an as-needed basis. The U.S. Postal Express, FedEx and UPS all provide express shipping services in the area. Stillwater is within one day's shipping time of large metropolitan areas including Oklahoma City, Tulsa, Dallas, Houston, St. Louis, Kansas City, Memphis, Little Rock, Albuquerque and Denver.

Public Transportation

The OSU-Stillwater Community Transit System provides busing services to students and the community at large. Hours of operation are Monday through Friday 6:30 A.M. until 7:00 P.M. Routes run continuously throughout the day. Fares for the general public are 75 cents with annual passes available. Reduced fares are available for children and senior citizens. Students ride the bus for free.

ELECTRIC

Stillwater Power Company is municipally owned and has served the residents of Stillwater since 1901. Stillwater Power purchases base load and supplemental power from the Grand River Dam Authority (GRDA), a state-owned public power company. GRDA's system consists of three hydroelectric facilities and two coal-fired units producing a combined 1,480 megawatts. Stillwater Power has three transmission intertie points with GRDA.

In addition, Stillwater Power owns and operates the Boomer Lake Generating Station. This facility has an output capacity of 25 megawatts. It is primarily used as a summer time peak plant and is put on-line when summer power prices increase and it becomes more cost effective for Stillwater Power to generate its own power.

The Central Rural Electric Cooperative (CREC) is the provider of electric power to those areas of the region immediately outside and adjacent to the City of Stillwater including parts of Lincoln, Logan, Noble, Pawnee, and Payne counties. CREC is a nonprofit electric distribution cooperative owned by its Members.

NATURAL GAS

Oklahoma Natural Gas (ONG) supplies gas service to the Stillwater area. ONG is an integrated gas utility engaged in production, transmission and distribution of natural gas. ONG supplies gas to Stillwater through a 12" transmission line running northeast to Stillwater from Guthrie, Oklahoma. ONG offers uninterrupted service and has the capacity to service the needs of all users.

WATER

The City of Stillwater provides water to Stillwater and the surrounding area. The two main sources of water are nearby Kaw Reservoir and Lake Carl Blackwell. The city's water plant has a current capacity of 18 million gallons per day. The community has a ground storage capacity of 9.75 million gallons per day and an elevated storage capacity of 750,000 gallons per day. The average and maximum daily consumption is 8 million gallons and 14 million gallons per day, respectively. The plant has plenty of remaining capacity to service the future needs of the community.

WASTEWATER

The City of Stillwater's Wastewater Treatment Plant can treat 10 million gallons of effluent per day. The average daily effluent treated by the plant is 5.9 million gallons per day. The plant has ample remaining capacity to meet the future needs of the community.

TELECOMMUNICATIONS

Stillwater has an advanced telecommunications infrastructure comparable to what is found in large metropolitan areas around the country. There are three main service providers in the Stillwater Area: Chickasaw Telecommunications, Cox Communications and SBC Communications.

Chickasaw Telecommunications is headquartered in Oklahoma and has an office in Stillwater. They are a full-service provider of all telecommunication services. Chickasaw Telecommunications capabilities in the Stillwater Area include:

- 100% digital switching network
- Fiber optic network for both voice and data
- 100,000 line available capacity
- 99.9% redundancy
- Complete voice and internet services portfolio
- Enhanced services including Digital Centrex voice services; premise-to-premise fiber, DSL and T1 WAN; Virtual PBX; and an available short-term call center.
- OC-48 System to carry T-1's, T-3's and OC-3's to customers
- Gigabit Ethernet & OC-3 ATM Networks
- Spare fiber strands for future expansion

Suddenlink Communications is a full-service provider of advanced video, voice and data for homes and businesses. Their services are delivered via a single broadband network of coaxial and fiber-optic cable. Suddenlink Communications services in the Stillwater Area include:

- High-speed Internet access
- Advanced voice, data and video transport solutions

AT&T Communications provides a full range of voice, data, networking, and e-business services, including local and long-distance, high-speed Internet access and data transport, and voice and data network integration. Services include:

- Digital DMS 100 Central Switch
- Fiber Optic Trunk Line
- 75,000 line available capacity
- MCI and AT&T points of presence
- 99.9% redundancy

WATER

\$3.50 per meter service charge, plus:

Inside city limits

RATE PER

1000 GAL.

effective 7/1/07

0 -1,000,000 gal. \$2.33

>1,000,000 gal. 2.10

Outside city limits

RATE PER

1000 GAL.

effective 1/1/06

0 -1,000,000 gal. \$3.50

Telecommunications

Service Providers:

- AT&T, 800-342-5792
- Chickasaw Telecommunications, 405-533-2111
- Suddenlink, 405-377-7785

Electric

Service Provider: Stillwater Power

2007 Seasonal Rates: Winter (Oct-Apr), Summer (May-Sep)

Historical costs below do not include 3% rate increase effective July 1, 2007.

SEWER

\$6.33 per meter service charge, plus

Inside city limits

effective July 1, 2007

\$1.84 per 1000 gallons of water usage

Outside city limits

effective July 1, 2007

\$2.76 per 1000 gallons of water usage

Natural Gas

Service Provider:

OK Natural Gas,
405-553-3927

Large Commercial - 87,000 KWH/300 KW Demand (Rate PL-S)

Month	Customer Charge	Energy Charge	Demand Charge	PCA Amount	Total Bill	Average Energy
April	\$177.06	\$3,571.35	\$2,295	\$247.88	\$6,291.29	\$0.07231
May	\$177.06	\$3,571.35	\$2,724	\$286.26	\$6,758.67	\$0.07769
June	\$177.06	\$3,571.35	\$2,724	\$230.75	\$6,703.16	\$0.07705

Small Industrial - 145,000 KWH/500 KW Demand (Rate PL-S)

Month	Customer Charge	Energy Charge	Demand Charge	PCA Amount	Total Bill	Average Energy
April	\$177.06	\$5,952.25	\$3,825	\$413.13	\$10,367.44	\$0.07150
May	\$177.06	\$5,952.25	\$4,540	\$477.10	\$11,146.41	\$0.07687
June	\$177.06	\$5,952.25	\$4,540	\$384.58	\$11,053.89	\$0.07623

Large Industrial - 720,000 KWH/2,500 KW Demand (Rate PL-P)

Month	Customer Charge	Energy Charge	Demand Charge	PCA Amount	Total Bill	Average Energy
April	\$316.19	\$29,556.00	\$17,575	\$2,051.39	\$49,498.58	\$0.06875
May	\$316.19	\$29,556.00	\$21,275	\$2,369.05	\$53,516.24	\$0.07433
June	\$316.19	\$29,556.00	\$21,275	\$1,909.64	\$53,056.83	\$0.07369

Quality Of Life

"Oklahoma's Friendliest City!"*

"One of America's 100 Safest Cities" – Safe Communities in America

"Top 20 cities for quality of life" -Bizjournals

"Oklahoma's friendliest city" - Oklahoma Living

Stillwater is often called one of America's "most livable" cities, and for good reasons. Quality neighborhoods, excellent schools, low crime rate, low cost of living, recreational and cultural opportunities you'll only find in a university city... these and other attributes combine to make living in Stillwater a rewarding experience.

Healthcare

Stillwater Medical Center is a 129 bed state of the art not-for-profit hospital. Specialized programs at this facility include maternity care, intensive care, a 24 hour emergency department, an accredited mammography center and same day surgery. The hospital also offers diagnostic radiology, nuclear medicine, MRI, CT, ultrasound, cardiac cath lab, medical fitness, physical, occupational and speech therapy, laboratory, respiratory therapy and pharmacy services. The hospital is staffed by over 600 employees including 70 physicians representing 20 specialties. Also available is private freestanding outpatient surgery center that provides surgical care in areas of anesthesia; ear, nose & throat; gastroenterology; general surgery; gynecology; ophthalmology; orthopedics; pain management and urology.

Recreation

The entire family will find a wealth of recreational resources in Stillwater. Big 12 intercollegiate sports and some of the finest golf in the world dominate a calendar filled with fun for all ages. You will find Stillwater has many activities and special events unique to this "college town with attitude!"

Golf

Payne County is a golfer's paradise and was named one of the top four Oklahoma counties (and in the top ten overall) for golfing retirees by Golf Digest. The Golf Club at Cimarron Trails places a premium on good shot execution. Having recently undergone a \$2.3 million renovation, Lakeside Golf Club, the municipal course, provides a challenging layout at an affordable price. Golf Digest recently named Karsten Creek a "Five Star" facility and one of the Top 10 new public courses in the U.S., and Golf Magazine called it the "38th Best Modern Course in America". Stillwater County Club recently re-built all of its greens for an outstanding course and offers all the usual amenities of a country club --swimming pool, tennis courts, fine dining – along with great golf. Two other courses were added in 2006. These include The Links 18 hole course and White Barn 9 hole par 3 course. All six of these outstanding golf courses--and more on the way--are within fifteen minutes of downtown Stillwater.

Events & Attractions

Five area lakes offer various activities. Water-skiing, boating, sailing, fishing and camping are some of the most popular sports on OSU's Lake Carl Blackwell, located seven miles west of town. Opportunities at Boomer Lake Park include boat and dock fishing, picnic shelters, playgrounds, a jogging trail, frisbee golf, tennis, and a roller hockey rink. Lake McMurtry, one of the top ten best trophy bass lakes in Oklahoma, offers fishing, boating, hiking, mountain biking and camping. Sanborn and Whittenberg lakes also provide recreational fishing opportunities.

Sports enthusiasts can enjoy intercollegiate football, basketball, wrestling, baseball, softball, tennis, golf, soccer, cross-country, track & field, and other sports. Oklahoma State University athletic teams have won 45 national championships – only USC, UCLA and Stanford have claimed more team titles.

Arts & Culture

Museums and attractions are abundant in Stillwater and include the National Wrestling Hall of Fame, Old Central (the oldest building on the OSU campus that now serves as the Oklahoma Museum of Higher Education), the Sheerar Museum, Gardiner Art Gallery, Pfeiffer Farm Collection, David Lewis Payne Memorial Monument, Stillwater Airport Memorial Museum, and the Washington Irving Trail Museum. Additionally, you may choose to tour the grounds of the Oklahoma Gardening Studio (part of the Oklahoma Botanical Garden and Arboretum) or the Oklahoma State University campus.

Theatrical and music performances can be found at the OSU Theatre and Music Departments, Seretean Center, The Town and Gown Theatre, as well as the Stillwater Community Center.

Dining & Shopping

Shoppers in Stillwater are given a wide variety of options. Nearly a dozen shopping centers and more than 120 restaurants provide abundant choices for everyone.

With more than \$400 million dollars in annual retail sales, Stillwater is a retail magnet for more than 250,000 people in its trade area. More than 600,000 square feet of new retail space was added in 2006, led by national retailers like Belk, Linens 'n Things, Petco, Ross, and Wal-Mart.