

**BancFirst**

**Loyal**

*To Oklahoma & You*

# **Interim Study**

**How State and Subdivisions Put Oklahoma First**  
State RFP Award Preferences to Oklahoma based Companies

Speaker: Doug Tippens

Executive Vice President

BancFirst

Proposition: Why should Oklahoma based companies be given State RFP Preference over non-resident business entities?

- **LEADERSHIP AND INVOLVEMENT IN CIVIC AND COMMUNITY ORGANIZATIONS**

BancFirst is uniquely positioned to provide embedded community leadership from management and employees. Local resident employees possess a financial and social stake in the outcomes of the community. This intimate view of local needs and local solutions require passion, familiarity, and proximity. BancFirst has 101 locations across Oklahoma with 37 Bank Presidents who are uniquely qualified to understand the needs of the community, analyze how best to achieve meaningful results and provide the necessary leadership in the community to make it happen. These Presidents have the help of some 1,978 employees who are on the ground, day to day working hard to take care of Oklahoman's.

# EDUCATION

## Common Ed/Higher/Tech

- Bond issues (school, city and county)
- Donations
- School Board Presentations
- Parent/Teacher Associations
- Arts
- Athletics
- Vocational Agriculture
- Alumni
- Volunteerism

# **CIVIC AND COMMUNITY ORGANIZATIONS**

- Civic clubs, churches, cultural, benevolence, health facilities, youth advocacy, literacy, historical and the list is long.
- Financial support
- Board representation
- Mission activism and outreach

# **ECONOMIC DEVELOPMENT**

Bank leadership is directly involved in various organizations that hold the responsibility for identification, action initiatives and implementation to advance the local economy

- Banking/ Financial Services
- Chamber of Commerce Leadership
- Economic Development and Strategy for City/County
- Industrial Park Development
- Housing Authorities
- Small Business Incubators
- Tribal Enterprises

# CORPORATE RESIDENCY

- Oklahoma based companies provide benefits over non-resident service providers
- Taxation (ad valorem, corporate, individual, sales, use)
- Corporate contributions
- Capital Investments
- Service Provider
- Infrastructure Contributions
- Distribution of corporate earnings to Oklahoma resident shareholders

# HUMAN CAPITAL

- Companies Headquartered in Oklahoma employ a workforce largely drawn from Oklahoma residents. BancFirst has 1,978 tax paying citizens working for the good of Oklahoma.
- Employees live, work and stay in Oklahoma because of the tremendous opportunity and the quality of life.
- Out of state companies can not replicate the benefits of employees who spend their time and money in Oklahoma

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# COMMITMENT

- BancFirst is committed to Oklahoma, both emotionally and economically.
- We can not out perform our customer base
- Capital expenditures and discretionary corporate spending are reinvested to maximize the impact on economic opportunity, cultural enhancement and the quality of life where all of us live, work and play.

**THIS SYMBIOTIC RELATIONSHIP STEMS FROM BOTH OUR PASSION FOR OKLAHOMA AND ALL OF OUR ECONOMIC FUTURES BEING INTERTWINED AND WHY WE SAY “Loyal to Oklahoma, Loyal to You!”**