



# Global Report

*& Guide to Foreign Business Expansion*

Oklahoma's International Trade & Foreign Relations Team offers trade and export assistance to companies looking to operate globally and promotes the state as a location for foreign direct investment.

# What we do, Why we do it

The Oklahoma Global Team enhances Oklahoma's global presence by fostering international trade, diplomacy and economic development. We connect Oklahoma businesses to international markets and attract foreign investment through strategic partnerships and networks.

By showcasing key industries and building diplomatic relationships, we drive economic growth, create jobs and elevate Oklahoma's global reputation. This strengthens Oklahoma's competitiveness and interconnectedness on the world stage.

## How you can interact with us to benefit your business

Grow your business globally with Oklahoma! Contact the Global Team to discuss your international expansion, trade, investment and connections to state leadership. We'll help you develop strategic plans and connect with international partners through foreign missions, trade shows and diplomatic events. Partner with us to access resources and networks for successful global growth.



Sarah Short, Director of International Relations and Global Commerce



Christy Busch, Chief of International Protocol and Diplomacy



Jesse Garcia, Senior Trade Specialist



Kathy Gain, STEP Grant Program Manager

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## Key Priorities & Areas of Focus

- » Provide support to companies looking to make investments and start operations in Oklahoma
- » Host diplomatic and international business missions in Oklahoma
- » Organize and facilitate international diplomatic and business missions
- » Provide detailed information on foreign markets, diplomatic history and current business activities between Oklahoma and nation states
- » Provide market information and export training to Oklahoma's current and future exporters
- » Facilitate networking opportunities for foreign and Oklahoma entities to establish potential partnerships
- » Manage Oklahoma's Sister State Relationships and State Memorandums of Understanding with foreign governments

# Oklahoma Global Team 2024 Highlights

## Outbound missions supported



### Governor J. Kevin Stitt's Business Mission to Asia:

This mission to Taiwan, South Korea and Japan included Oklahoma companies and key government leaders who had the opportunity to engage with the highest-level networks in Asia.



### Select USA Investment Summit:

Governor Stitt led Oklahoma's delegation to the U.S. Federal Government's annual foreign investment event in D.C., where the state made its largest investment announcement to date, drawing interest from thousands of investors.



### Lt. Governor Matt Pinnell's Business Mission to Scotland:

This mission included state leadership and economic development representatives that opened doors to thriving markets in Scotland and the United Kingdom.



### Farnborough International Airshow:

Governor Stitt and Lt. Governor Pinnell led 15 Oklahoma companies and economic development representatives to the largest airshow event in Europe.



### Lt. Governor Matt Pinnell's Tourism and Business Visit to Czech Republic:

This visit introduced Oklahoma business opportunities to one of the strongest tourism markets in Europe.

### Oklahoma Consulate Call Trip in Houston:

Lt. Governor Pinnell hosted over 40 consulate representatives to share about Oklahoma's business environment and provide updates on the state's efforts to support foreign investors and global partnerships.

# International Protocol Office

The Oklahoma Office of International Protocol aims to advance the foreign relations and global business goals of the state by creating an environment for successful diplomacy.

The office serves as a main point of contact for foreign dignitaries seeking to engage the state on an official level, aids state leadership receiving foreign guests and supports officials traveling on behalf of Oklahoma outside the United States.

The Office of International Protocol is also responsible for coordinating the three sister state relationships Oklahoma has with Gansu Provence, China; Kyoto Prefecture, Japan; and Taiwan.

## **Oklahoma is home to two official consulates:**

**Consulado de México en Oklahoma City**  
1131 W. Sheridan Ave, Oklahoma City, OK

**Consulado General de Guatemala en Oklahoma City**  
5909 Northwest Expy #100, Oklahoma City, OK

Oklahoma also has official diplomatic representation from nine countries via honorary consuls: France, Germany, United Kingdom, Japan, Peru, Romania, South Korea, Spain and Switzerland.





## 2024 Diplomatic Activity:

14

### Countries

Hosted business and diplomatic guests from 14 countries.

13

### Foreign Diplomats

Supported the Global Oklahoma 2024 Consular Summit, which highlighted the state to 13 foreign diplomats.

7

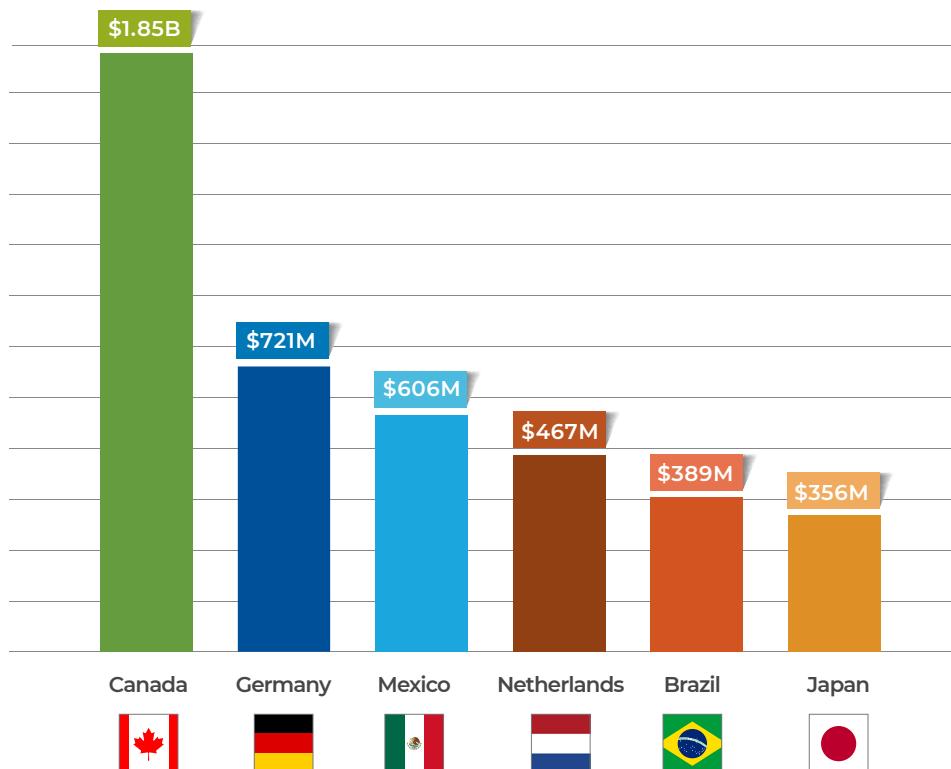
### Special Partnerships

Facilitated special partnerships with seven countries.

# Oklahoma Exports to the World

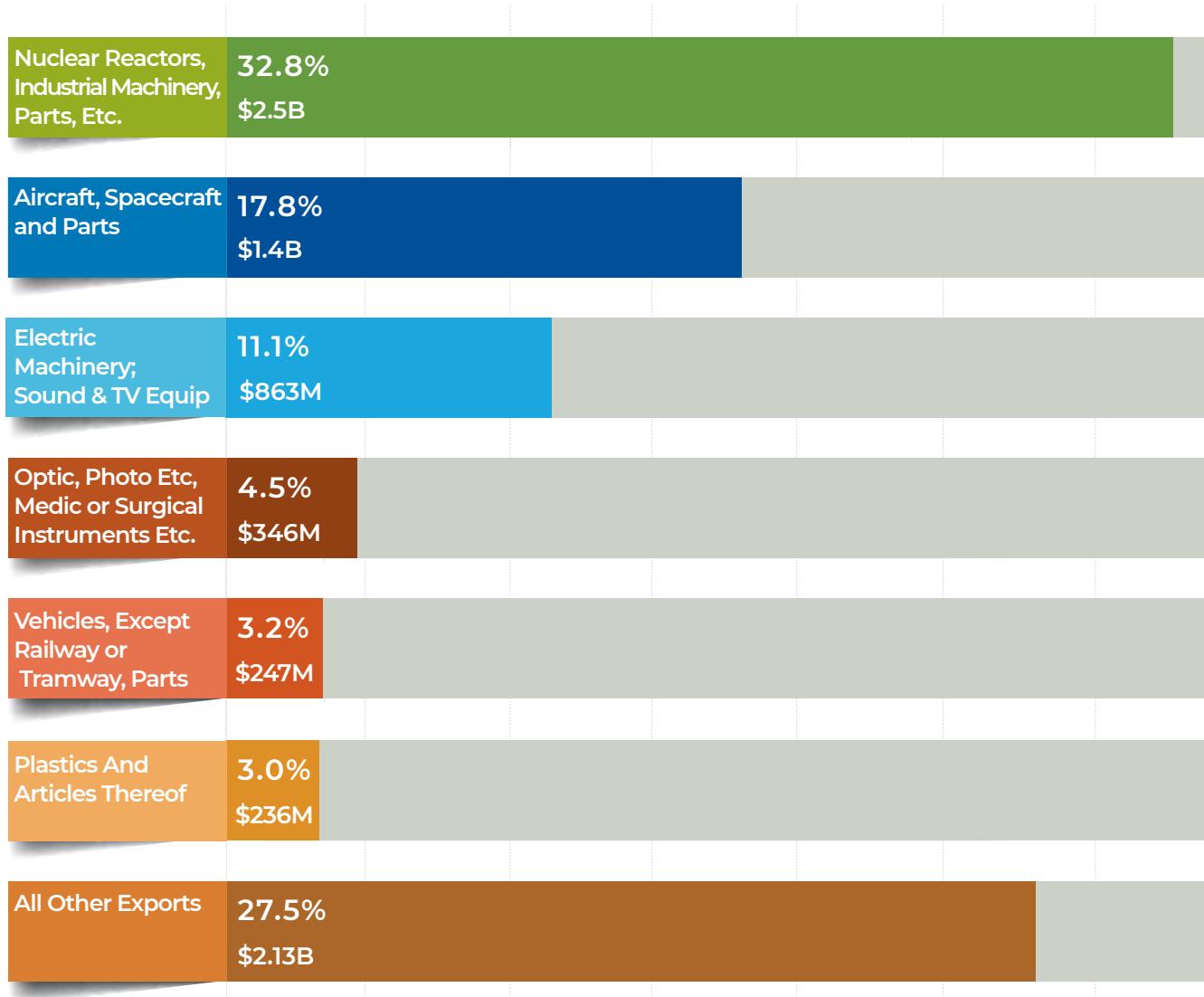
Oklahoma companies can benefit from exporting their products to markets outside the United States. Selling to international markets opens a business up to 96% more of the world's consumers located in other countries.

## OKLAHOMA'S TOP EXPORT COUNTRIES



COUNTRY	2024 Exports	1-Year Growth	10-Year Growth	Share of Total Trade
Canada	\$1,853,510,656	-1.0%	18%	24%
Germany	\$721,041,434	21.4%	158%	9%
Mexico	\$606,399,860	-3.6%	7%	8%
Netherlands	\$467,361,424	45.3%	189%	6%
Brazil	\$388,838,077	208.3%	329%	5%
Japan	\$356,050,397	35.7%	56%	5%
Australia	\$312,905,327	31.3%	158%	4%
Singapore	\$304,843,481	47.1%	34%	4%
Saudi Arabia	\$248,289,142	261.3%	137%	3%
United Kingdom	\$246,569,249	17.3%	120%	3%
Norway	\$227,428,340	35.2%	1302%	3%
All Others	\$2,012,473,495	10.9%	13.3%	26%

# Top Export Categories



 **3,017**

Oklahoma  
exporters reached  
\$6.3B in total  
global exports

 **19%**

increase in  
Oklahoma exports  
from 2023-2024

 **84%**

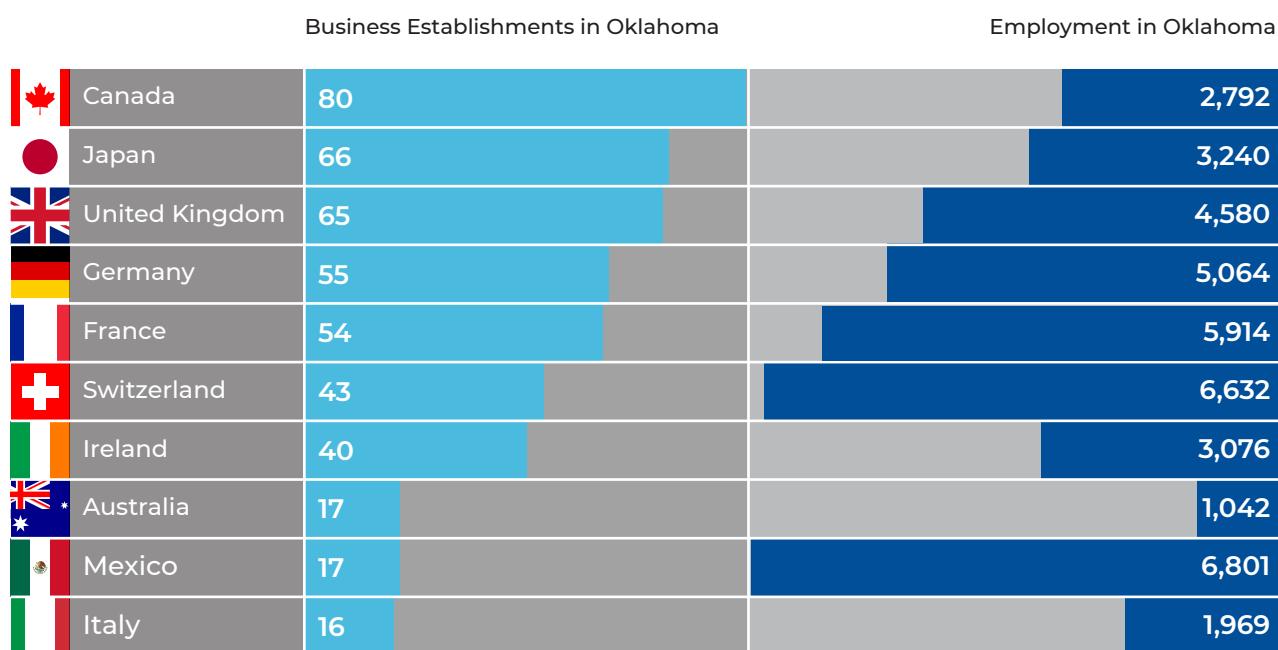
of Oklahoma's  
exporters are small-  
and medium-sized  
firms

# Bringing the World to Oklahoma

**Oklahoma is home to more than 608 international employers, employing 64,700 Oklahomans.**

Foreign Direct Investment (FDI) companies have announced \$3.56 billion in capital investments in Oklahoma over the past five years, with a projected increase of more than 4,500 direct new jobs at an average wage exceeding \$63,400. Top investing countries include Canada, Japan, the UK, Germany and France. The largest international employers in the state are companies headquartered in Mexico, Switzerland, France, Germany and the UK.

## TOP FOREIGN INVESTMENTS IN OKLAHOMA





# \$3.6B

in capital investment into  
Oklahoma from FDI companies,  
over the past five years



# 64,700

Oklahomans employed by 608  
foreign-owned companies



# 80%

of all FDI jobs in the state are in  
the manufacturing sector



# 4,500

Over the last five years, FDI  
companies project the creation of  
more than 4,500 direct new jobs  
with an average wage \$63,400+

# STEP Grant

The United States Small Business Administration has awarded the Oklahoma Department of Commerce with State Trade Expansion Program (STEP) grant funding. The Oklahoma STEP Grant offers eligible Oklahoma small- and medium-sized businesses assistance in launching or expanding export activities. Grant funds are used to reimburse eligible Oklahoma businesses for pre-approved, qualified export expenses.

The objective of this program is to increase the overall number of Oklahoma exporters and increase their export sales by helping businesses enter international markets.

## STEP GRANT 2024 RESULTS



### Allowable Activities

- » Domestic and international trade shows
- » Oklahoma Department of Commerce-led Trade Missions
- » U.S. Commercial Service export services
- » Training/educational activities

Applicants must operate a business in Oklahoma to process, manufacture and/or distribute a product, or provide an exportable service that is of U.S. origin or have at least 51% U.S. content. They must be in business for at least one year and they must qualify as a small business entity according to U.S. Small Business Administration standards.

For questions about the STEP grant, visit  
[okcommerce.gov/step](http://okcommerce.gov/step)





“

**The STEP grant was instrumental in allowing us to expand our international reach by participating in key overseas trade shows, which directly resulted in a significant increase in export sales and opened up new market opportunities for our company.**

The grant funding provided crucial support for marketing materials and travel costs, making it possible to effectively showcase our products to a global audience. We would not be the business we are today without the assistance from the STEP grants.

– Chris Dofflemeyer, President/CEO, AeroCoreX

**We are deeply appreciative of the opportunities provided through the STEP Grant. With the support of the Oklahoma Department of Commerce, our first trade show on a global stage was a resounding success.** The personalized guidance we received enabled us to effectively showcase our products to a worldwide audience. The quality of support exceeded our expectations and the STEP Grant played a crucial role in Nomad Defense securing our first international contract just months after participating.

– Erick Westfahl, President, Nomad Defense

# Exporting: How to Get Started

To support your international growth, the Oklahoma Department of Commerce offers export capability assessments, customized training, and action plans for both new and experienced exporters. We also guide you to relevant state and federal programs to enhance your competitiveness in global markets.



## Looking to enter new or known markets?

The Oklahoma Department of Commerce attends and hosts delegations at domestic and international trade shows and takes export-ready companies on designated trade missions to maximize efforts and efficiency by meeting or connecting with international buyers, distributors or representatives ensuring that products or services are reaching the right industries, sectors and customers.

[okcommerce.gov/trade](http://okcommerce.gov/trade)



## Looking for trade incentives?

For qualified small- and medium-size companies, the Oklahoma Department of Commerce administers a reimbursable grant called STEP to help in the marketability of your product or services whether overseas or domestically. STEP can be used in conjunction with trade shows (international and in some cases domestic) whether exhibiting with state of Oklahoma or on your own. This grant can also be used for certain training and/or educational seminars.

[okcommerce.gov/step](http://okcommerce.gov/step)



## Looking for additional services and resources?

The state of Oklahoma has an extensive network of trade/export partners providing customized services catered to your international business needs from a federal, state or local level.

[okcommerce.gov/export](http://okcommerce.gov/export)

# Export Partners List

Organization	Website	Contact
Export-Import Bank of the U.S. (EXIM Bank)	exim.gov	Eric Miller, Regional Director eric.miller@exim.gov 832-810-6448
Oklahoma Department of Agriculture Food and Forestry	ag.ok.gov	Jamie Cummings, International Trade Coordinator Jamie.Cummings@ag.ok.gov 405-522-2106
Oklahoma District Export Council (OKDEC)	OklahomaDEC.com	Chuck Mills, Chair cmills@millsmachine.com 405-388-1600
Global Oklahoma	globaloklahoma.org	Andrew Ranson, Chair rewranson@okstate.edu 405-744-7127
Oklahoma Small Business Development Center (SBDC)	oksbdc.org	Mark Walker, International Trade Specialist mark.a.walker@okstate.edu 405-744-7128
International Trade Center at Oklahoma State University	global.okstate.edu/partnerships/ citd	Andrew Ranson, Director andrewranson@okstate.edu 405-744-7127
Oklahoma Manufacturing Alliance (OMA)	okalliance.com	Kinnee M. Tilly, Vice President, Business Development kinnee.tilly@okalliance.com 918-592-0744
U.S. Department of Commerce/ U.S. Commercial Service Office	trade.gov/us-commercial-service	Marcus Verner, Director marcus.verner@trade.gov 405-608-5017
U.S. Small Business Administration (SBA)	sba.gov/district/oklahoma	Dustin Allen, OK District International Trade Officer dustin.allen@sba.gov 405-609-8017

# Oklahoma's Foreign Trade Zones

The Oklahoma Department of Commerce works to enhance trade and export opportunities for Oklahoma businesses. A key and often underutilized trade asset, Foreign Trade Zones (FTZs) provide financial incentives for businesses by offering duty deferral on goods that enter the country.

In a state like Oklahoma with a lower-than-average cost of doing business, companies with a global supply chain can further improve their bottom lines. This includes a duty and quota charge exemption on imported goods that are later re-exported. Companies can also apply for an inverted tariff for duty reductions if a lower tariff rate will apply to the finished product when it leaves the zone in comparison to the tariff applied on foreign components.

When it comes to logistic costs, companies can also benefit by being granted a weekly, single-customs entry charge rather than paying multiple entry fees. The FTZ can also save time

for businesses importing components by eliminating duties on rejected and defective items.

"These zones can help Oklahoma companies increase their profits and lower their costs," said Sarah Short, Director of International Relations and Global Commerce, Oklahoma Department of Commerce. "We know that our state's FTZs are not being optimized by as many companies as they should be and the Oklahoma Department of Commerce is working alongside our FTZs to grow awareness of the program and increase use of these zones."





### FTZ 53

is located in the northeast portion of the state surrounding the Tulsa metropolitan area. Run by the City of Tulsa-Rogers County Port Authority, it also contains the Tulsa Port of Catoosa as well as two subzones in the Claremore Industrial Park and Claremore Regional Airport.

Andrew Ralston, Director of Economic Development  
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[andrew@tulsaports.com](mailto:andrew@tulsaports.com)  
918-202-7718  
[tulsaports.com](http://tulsaports.com)



### FTZ 164

is located at the confluence of the Arkansas, Grand and Verdigris Rivers. Port Muskogee is a prime location to ship bulk cargo anywhere in the world via the McClellan-Kerr Arkansas Navigation System.

Kimbra Scott, Port Director  
Port Muskogee  
[kimbra@portmuskogee.com](mailto:kimbra@portmuskogee.com)  
918-682-7886  
[portmuskogee.com](http://portmuskogee.com)



### FTZ 106

FTZ 106 is located next to OKC Will Rogers International Airport and also contains magnet site Iron Horse Industrial Park in nearby Shawnee. This zone also includes multiple Subzones and Usage-Driven Sites.

Monserrat Lozano, Project Assistant  
The Alliance for Economic Development of Oklahoma City  
[info@foreigntradezone106.org](mailto:info@foreigntradezone106.org)  
405-604-6780 Ext. 115  
[theallianceokc.org](http://theallianceokc.org)  
[ironhorsecpn.com](http://ironhorsecpn.com)



### FTZ 227

is located in southeast Oklahoma and serves the nearby Dallas-Fort Worth area. This zone is comprised of three separate sites: International Business Park of Durant, Okla., Ardmore Industrial Airpark and Westport Industrial Complex, also located in Ardmore.

James Harrington Jr., Vice President of Business Resources, Rural Enterprises Inc.  
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800-658-2823  
[reiok.org](http://reiok.org)



**VIEW OUR  
FTZ MAP  
ONLINE**



**OKLAHOMA**  
**Commerce**

**OKcommerce.gov/fdi**

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