



Evans-Fintube
Master Developer Solicitation
Tulsa, Oklahoma
April 26, 2021



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Solicitation Instructions

The City of Tulsa and the Tulsa Authority for Economic Opportunity (TAEO) are seeking Statements of Qualifications from qualified respondents to develop a destination, mixed-use development at the Evans-Fintube Site (the “Site”) in close collaboration with the Greenwood community of Tulsa.

RFP Number: 2021-01

Solicitation Issue Date: April 26, 2021

RFP Response Due Date and Time: June 7, 2021

Pre-Response Meeting and Details: Pre-response meetings and a site tour are scheduled for May 3 and May 19, and May 7, respectively. Details will be posted as an addendum to this RFP.

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Checklist of Submittal Requirements

1. Executive Summary	
2. Project Narrative and Approach to Development	
3. Overview of Team	
4. Community Approach	
5. Technical Capability	
6. Financial Capacity	

Estimated Solicitation Schedule:

Milestone	Date
RFQ Released	April 26, 2021
Pre-Response Meeting	May 3, 2021
Site Tour	May 7, 2021
Deadline for Questions	May 10, 2021
Q&A Posted	May 14, 2021
Pre-Response Meeting #2	May 19, 2021
Responses Due	June 7, 2021
Interviews/Presentations	TBD
Recommended Shortlist Approved; Shortlisted Respondents Notified	July 23, 2021
Phase II - Proposals	Summer/Fall 2021

I. OVERVIEW

The City of Tulsa and the Tulsa Authority for Economic Opportunity (TAEO) are seeking Statements of Qualifications from qualified respondents to develop a destination, mixed-use development at the Evans-Fintube Site (the “Site”) in close collaboration with the Greenwood community of Tulsa.

The Site is an approximately 11-acre vacant property along Archer Street and Lansing Avenue, located directly northeast to Downtown Tulsa and adjacent to Tulsa’s Historic Greenwood District. The northwest portion of the property features the approximately 120,000 square foot Oklahoma Ironworks building, which is listed on the National Register of Historic Places and eligible for Historic Rehabilitation Tax Credits at both the state and federal levels. The Evans-Fintube site has historically been used for industrial purposes, but is positioned for commercial, entertainment, and mixed-use development and has undergone Brownfield remediation efforts to support such uses.

Potential uses for the Site include redevelopment of the Ironworks building into retail, entertainment, cultural venues, flexible office, coworking, incubator or maker spaces. The site provides additional acreage suitable for new vertical development and could include hotel or multifamily uses. Any combination of uses should strive to achieve the site’s vision: to observe, foster, and support racial equity and economic justice. The Site should also be inclusive of the legacy of the Greenwood neighborhood: a nationally known center of business and the heart of Tulsa’s Black community. Successful respondents will incorporate public open space and other place-making initiatives into their proposals.

As part of the redevelopment, the developer will commit to financing and/or construction of horizontal improvements for the site as necessary to support development plans. Respondents may, however, propose City or public participation in some or all of these financing and delivery responsibilities. The terms of any participation will be negotiated between the City or other public entity and developer finalist in the subsequent Request for Proposals stage.

The City intends to either ground lease or sell the entire site to a Master Developer (a single organization or joint venture which the developer should express if critical to their application), and requests that Respondents express preferences and rationales for single parcel bids, if any.

TAEO will manage the process of review and selection of Master Developer on behalf of the City. Selection of the Master Developer will occur in two phases. Phase I (Request for Qualifications) will require Respondents to present information about their development teams’ ability to finance, construct and manage large mixed-use developments in urban settings. This includes written statements of qualification to demonstrate the Respondents’ current capabilities as well as past successes in bringing such developments to the market. Respondents will also be expected to demonstrate creative and inclusive approaches to equitable development that create economic opportunity and generate wealth for local communities, the historic rehabilitation of a building, and an appreciation for authentic celebration of Black history and culture.

Based on the results of Phase I, the most qualified Respondents as determined by TAEO, on behalf of the City, will be invited to participate in community engagement sessions and present more refined financial documentation, site plans, and an offer to the City to purchase or lease and develop the sites. This will constitute Phase II (Request for Proposals). Those selected to participate in the Request for Proposals phase will have demonstrated an ability to achieve successful urban development through public-private partnerships. This includes the ability to understand, implement, and manage essential elements of a

successful development, such as the ability to finance, design, construct, operate, and maintain all improvements that are to become part of the Evans-Fintube project.

II. SOLICITATION TIMELINE

Specific dates are subject to change. Any changes to the timeline will be posted as addenda to the solicitation through the City of Tulsa website.

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RFQ Released	April 26, 2021
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III. SITE DESCRIPTION

Adjacencies

The property is located immediately northeast of Tulsa’s Central Business District, a thriving commercial, residential, retail, and tourism destination, and within the boundaries of the Historic Greenwood District. Adjacent and to the north of the site is the forthcoming \$23 million USA BMX Headquarters, track arena, and hall of fame museum currently under development. The Vision Tulsa sales tax program funded the construction of an Olympic training center for BMX athletes and the national headquarters for USA BMX. This project is predicted to generate more than \$11 million in economic impact with 100,000 visitors over the first five years.

The Site is less than half a mile from the \$30 million Tulsa Drillers minor league baseball stadium and the Greenwood Cultural Center, which is scheduled to undergo a major renovation in conjunction with the construction of a new Greenwood Rising history center marking the centennial of the 1921 Tulsa Race Massacre. Other proximate downtown-area cultural, entertainment and recreation sites include the John

Hope Franklin Center for Reconciliation and Reconciliation Park, and the Historic Greenwood District, the Arts District and an award-winning public park, Guthrie Green.

The Site is also adjacent the University Center at Tulsa, where The University of Oklahoma, Oklahoma State University, Langston University, and Northeastern State University formed a 200-acre conglomerate of campuses offering undergraduate and graduate-level courses. Recently, Oklahoma State Regents agreed to a \$750,000 supplemental allocation to Langston University over three years, with the money dedicated to assessment, planning and marketing. Langston University is the only historically Black university in Oklahoma, initially founded in 1897, east of Guthrie, OK, with later expansion to Tulsa. Langston's Tulsa campus is currently undergoing a \$16 million expansion. OSU-Tulsa and Langston have recently entered into a new agreement to strengthen their respective programmatic focuses in Tulsa, including new joint programs in nursing and Africana studies.

Oklahoma Iron Works/Bethlehem Supply Company Building

The Oklahoma Iron Works/Bethlehem Supply Company building, which sits on the Evans-Fintube site, has a deep history. Beginning in 1911, the Oklahoma Iron Works company produced much of the steel that built Tulsa's iconic Art Deco skyscrapers, playing a lead role in building the city of Tulsa. The Oklahoma Iron Works/Bethlehem Supply Company building was listed in the National Register on March 9, 2015. It was listed under National Register Criteria A, and its NRIS number is 15000067.



The 11-acre Tulsa-Evans Fintube Site facing southwest to Downtown. Depicted boundaries are approximate.



Exterior and interior views of the historic Oklahoma Iron-Works Building

IV. GOALS AND OBJECTIVES

Stakeholder Objectives

In preparing for release of this RFQ, a variety of individuals and organizations around the Greenwood community were engaged to share community priorities for the Site's development. The purpose of the conversations was to learn from stakeholders and adjacent neighbors about what they envision for the site, concerns around development, challenges for development in Greenwood, and community expectations for the development process and project outcomes.

Stakeholders emphasized the importance of Black property ownership, wealth building, and community involvement at the site. Stakeholders also provided input on uses for the site, with emphasis towards an entertainment district or cultural center, an entrepreneurial center, and boutique retail. Stakeholders stressed the importance of generating economic value for those that live and have lived in Greenwood historically, including descendants of victims of the 1921 Tulsa Race Massacre. Takeaways from the conversations included:

1. *Black Ownership*
Expectation for the Black community to be involved through either a land sale, land trust, or operation given the ongoing disparities in wealth and economic opportunity for Black Tulsa.
2. *Black Involvement*
Representation from north Tulsa in the planning, decision-making, and oversight of development at Evans-Fintube, and opportunities to work in the construction, and ongoing operation of the site.
3. *Connectivity*
Emphasis on improving connectivity to the site, overcoming the railroad and highway infrastructure barriers as well as connection to the USA BMX site.
4. *Generational Wealth*
Black businesses and jobs at the site, with additional support from an entrepreneurial model similar to Tulsa's Mother Road Market to benefit surrounding communities.
5. *Financing*

Financing from a Black regional institution or bank is encouraged, as well as financial support from the City intended as a reparative investment.

6. *Uses*

Favored uses around entertainment, retail, and community events that leverage indoor and outdoor uses that add to the story of Greenwood.

Policy Goals

The below goals have been established by the City and reflect input and priorities expressed by stakeholders and community members regarding the development and redevelopment of Greenwood and the surrounding area.

- Robust community engagement through participation in project planning, design, and delivery.
- Economic opportunities for local small businesses with a focus on Black-owned ventures as part of project delivery and operations, including through affordable rents and targeted tenancing.
- Wealth-building opportunities for local communities and descendants of the Tulsa Race Massacre that includes property ownership.
- Establishment of a thriving, mixed-use development with commercial opportunities that align with prior neighborhood planning efforts that are attractive, authentic, and inclusive of Greenwood and north Tulsa residents.
- Meaningful fiscal impact through ground lease revenue or sale, and property and sales tax revenues leveraging responsible financial participation from the City of Tulsa or other public entities.

V. City Participation and Incentives

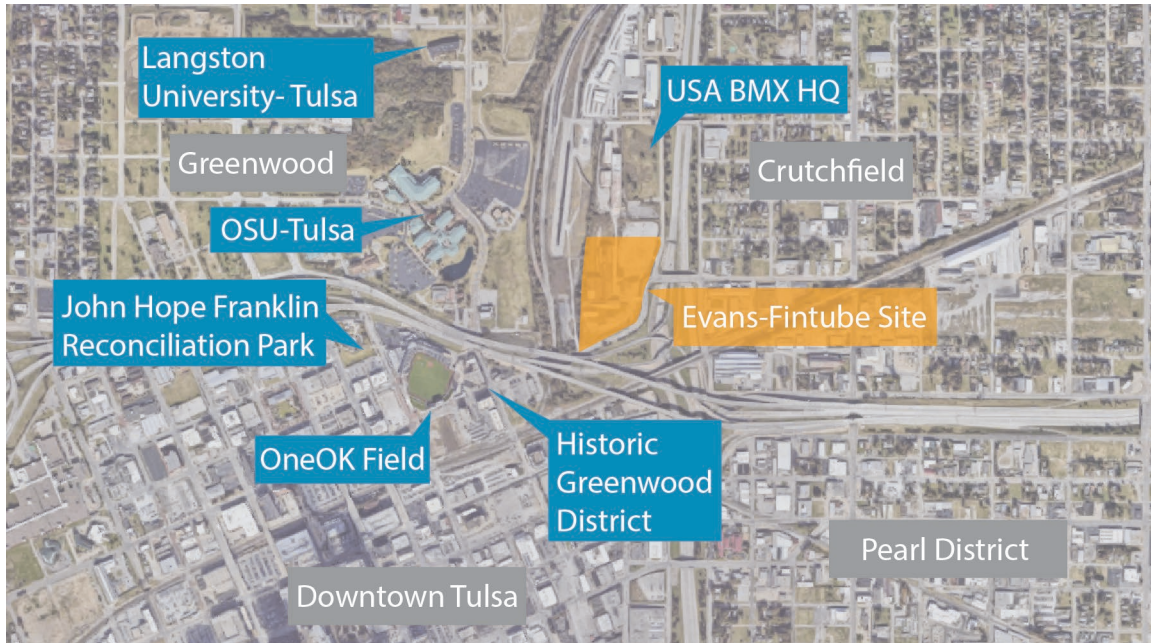
Respondents should be aware of existing incentive programs and/or potential public participation to achieve the project's stakeholder and policy goals. Programs that redevelopment of Evans-Fintube may be eligible for include:

- **Tax Increment Financing** | The Evans-Fintube site is located in a City of Tulsa Tax Increment Financing (TIF) District. Incremental tax revenue generated by development at the site may be redirected to offset project expenses, including but not limited to infrastructure costs. The present TIF budget for the Evans-Fintube TIF district is \$40 Million, applied through a "pay-as-you-go" reimbursement. The Tulsa Authority for Economic Opportunity is willing to consider the issuance of tax apportionment revenue bonds.
- **Historic Tax Credits** | The Evans-Fintube site is listed on the National Register of Historic Places, and therefore eligible to receive federal Historic Tax Credits of up to 20% of qualified expenses.
- **City of Tulsa Participation** | The City of Tulsa may consider direct financial participation in projects to help overcome prohibitive redevelopment costs and secure public and community benefits. Such support is most likely to support public infrastructure costs through use of tools such as the Economic Development Infrastructure Fund, or support for water, sewer, and street infrastructure.
- **City of Tulsa Revolving Loan Fund** | The City of Tulsa, in partnership with the Tulsa Economic Development Corporation, operates a Revolving Loan Fund intended to support business startup and growth, which may be deployed in support of businesses at the site.
- **City of Tulsa Retail Fee Reimbursement** | The Retail Incentive Policy allows retail projects generating new sales tax to capture a portion of the new tax generated and return these revenues over a period of up to ten (10) years.

In addition to the incentive and public financing tools listed above, the City of Tulsa will strive to connect tenants or other end users to the appropriate incentives or City support.

Detailed information on incentive eligible programs is included in the Exhibits section of this RFQ.

VI. NEIGHBORHOOD BACKGROUND/HISTORY



Greenwood District History

The Historic Greenwood District has played a key role in the history of Tulsa. It was initially established as a freedom colony, an area settled by freedmen emancipated after the Civil War. The late 19th century land rushes brought many Black people to Oklahoma, as well as the Creek- and Cherokee-enslaved Blacks and Freedmen who arrived in Oklahoma via the Trail of Tears. Many Black immigrants settled in the northern part of Tulsa, and through land ownership and revenue, they created one of the most commercially successful and affluent Black communities in the United States. Booker T. Washington referred to the Greenwood District as “the Black Wall Street.” Oppression from Jim Crow laws, racial terrorism through lynching and whipping parties, and other racist policies were prominent in Oklahoma, thus fueling segregation and the need for a welcoming place to live, work, and play for Black Oklahomans. O.W. Gurley and J.B. Stradford are credited as founders of the exclusive Black enclave that became known as the Historic Greenwood District, and they promoted land ownership and cooperative economics that created a thriving district for wealth generation and business ownership among Tulsa’s Black residents.

On May 30, 1921, what ultimately became known as the Tulsa Race Massacre, was sparked by unfounded allegations of assault between a teenaged Black man and young white woman. A mob of white Tulsans destroyed Greenwood homes and businesses, over 300 Greenwood residents were shot and killed, and countless others were injured. Many local authorities were complicit in the massacre, having done little to protect the victims or stem the growing crisis. 191 businesses, a school, a multitude of churches, and the only hospital in the area, along with over 1,200 homes were burned. No insurance claims were honored, and citizens had to rebuild from private funds, loans, and other means.

Nearly 9 years after the Massacre, the Greenwood District rebuilt, with more new businesses than had existed before the Massacre. But predatory lending, public disinvestment, Urban Renewal programs, and the redistribution of wealth (from spending in the Greenwood area to spending in formerly whites-only establishments) ultimately led to the mid-century decline of Black Wall Street. Homes and businesses were torn down for redevelopment as well as for the construction of the Interstate 244 highway and the US-75 highway, eroding the physical fabric of the Greenwood community. Subsequently, families were displaced, and the ties that once bound the Greenwood community were severed with the elimination of the walkable, dynamic community.



Source: US Library of Congress

Dedicated community leaders, business owners, and others have endeavored to sustain Greenwood in the face of disinvestment while speaking truth to power about the Race Massacre. As a result, new investment and attention have been devoted to grappling with the Race Massacre and advancing economic and social justice for Greenwood. The public-private 1921 Tulsa Race Massacre Centennial Commission will commemorate and inform the public about the history and legacy of the Race Massacre and strive to create an environment conducive to fostering sustainable entrepreneurship and heritage tourism within the Greenwood District and North Tulsa. These efforts include the forthcoming Greenwood Rising center, the Greenwood Art Project, and education initiatives with the Oklahoma State Department of Education.

Redevelopment of the Evans-Fintube site is positioned to be a major catalyst for equitable development and a model for economic justice. New development at Evans-Fintube must honor Greenwood's history, center Tulsa's Black community, resist gentrification and displacement, and demonstrate viable paths to building community wealth and ownership. Redevelopment of the Evans-Fintube site is also an opportunity to reconnect Greenwood with the Crutchfield neighborhood, located across highway US-75.

VII. EXISTING PLANS AND STUDIES IN-PROGRESS

Equity and Resilience Studies

1. [2018 Gallup-Tulsa CitiVoice Index](#). The CitiVoice Index is a unique partnership between Gallup and the City of Tulsa to identify what Tulsa's residents need to thrive.
2. [Resilient Tulsa](#). Launched in 2018, Resilient Tulsa is our community's strategy for a more equitable resilient city.
3. [Tulsa Equality Indicators](#).
A report of the Mayor's Office for Resilience and Equity, the Tulsa Equality Indicators help highlight and track key areas of inequity and disparities in outcomes for economic opportunity, education, housing, justice, public health, and services.
4. [Tulsa Race Massacre Centennial Commission](#). The Commission's efforts will have a significant impact on the Greenwood District and can help shape uses on the site. Of particular note are projects to build a history center on Greenwood Avenue and provide significant renovations to the Greenwood Cultural Center.
5. [Tulsa Economic Development Framework](#). The City of Tulsa is moving forward with recommendations from an 8-month study, which calls for the creation of a consolidated, independent economic development Authority.

Economic Assessments

1. [Retail Market Study and Strategy](#). While it does not directly address the Evans-Fintube site, this study provides valuable information on the current retail market in Tulsa and how this site can be developed in a way that takes this information into consideration.
2. [Downtown and Surrounding Neighborhoods Housing Study and Strategy](#). Concurrent to the release of this RFP, the City is completing a comprehensive Downtown and Near Downtown Housing Study. This study, led by Development Strategies, will play a crucial role in informing development potential within the Evans-Fintube site.
3. [Tulsa's Economic Development Framework](#). Organizational structure and strategy for Tulsa and its authorities, boards, and commissions.

Adopted Land Use Plans

1. [Tulsa Comprehensive Plan](#). Adopted in 2010, Tulsa's Comprehensive Plan serves as a general guide for the City's development. This plan is in the process of being updated by the Tulsa Planning Office.
2. [Unity-Heritage Greenwood Area Small Area Plan](#). This plan is the most applicable for the Evans-Fintube site and speaks to larger development goals for the Greenwood area.
3. [Crutchfield Neighborhood Small Area Plan](#). The Evans-Fintube site's development should help support the goals in this plan as well, as Crutchfield is immediately adjacent to the site.
4. [Downtown Area Master Plan](#).
Land use guidelines and future plans for Tulsa's Central Business District. The plan has been significantly amended since its adoption in 2010, including most prominently the Brady District (now Arts District) Small Area Plan and the Arena District Master Plan (below). Appendix 1.31 references ideas created at the time to enhance the site's development potential.

5. [Arena District Master Plan](#). Adopted in 2018, the Arena District Master Plan covers much of the western portion of the Central Business District, including the BOK Center arena and convention center.
6. [Notre Dame School of Urban Design Community Charrette](#). While not a formal City of Tulsa plan/initiative, this charrette was completed in 2018 and involved significant community input on a visioning project for the Greenwood District and Evans-Fintube site.
7. [Tulsa Arts District Small Area Plan](#).

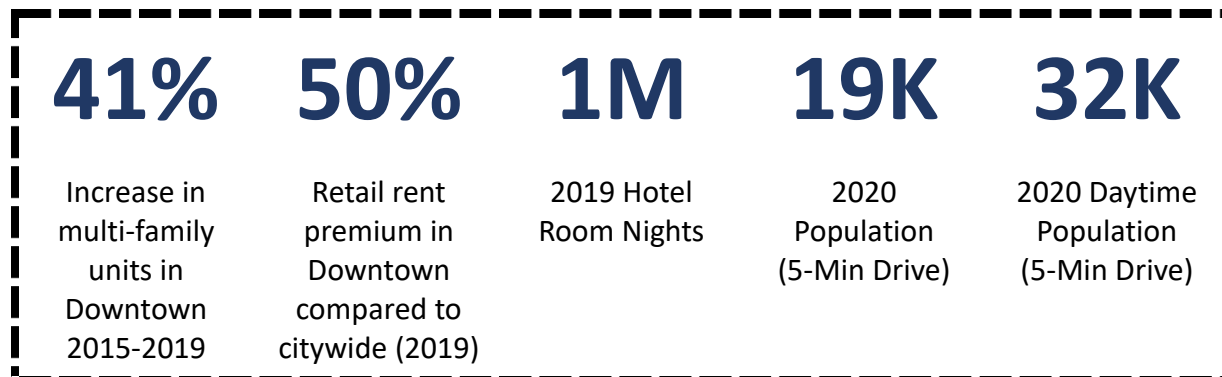
Adopted Multi-Modal Transportation Plans

1. [Tulsa Major Street and Highway Plan](#).
2. [City of Tulsa Bicycle-Pedestrian Master Plan \(GO Plan\)](#). This plan outlines Tulsa’s current and anticipated bicycle and pedestrian infrastructure, including key connections to the site on Archer Avenue.
3. [Downtown Walkability Study](#).
4. [Peoria Bus Rapid Transit route, stations, and land use plans](#). Launched in December 2019, Tulsa’s first Bus Rapid Transit line can serve as a key connection point to the Evans-Fintube site with a station 0.3 miles away at Independence and Peoria. The line connects one in seven Tulsans with one in five job opportunities.
5. [Metropolitan Tulsa Transit Authority bus routes](#). The current Traveler, Tulsa Transit’s comprehensive booklet of routes, schedules, riding information, and more

VIII. MARKET OVERVIEW

In preparation for release of the solicitation, HR&A examined market trends and economic conditions in Downtown and north Tulsa to project future demand for market-supported uses at Evans-Fintube to ensure that developers have current data to inform their responses.

Market Trends



Demographics

Greenwood and Downtown have experienced over a 10% growth in population in the last decade, and local incomes are growing more quickly than across the City as whole. Incomes in neighborhoods surrounding the Site have grown between 28-39% since 2018, compared to 17% across Tulsa. Despite being more racially diverse than Tulsa as a whole, the percentage of Black population has declined in the neighborhoods around Evans-Fintube by as much as 12% since 2010 while the white population in Downtown has increased by 15%, which could exacerbate fears of gentrification around northern Downtown and emphasize the need for protecting cultural heritage. Greenwood has a growing number of households with children, while Downtown has almost no households with someone under 18. 45% of Downtown residents are between 18-34 years of age.

Residential

More than 1/3 of all new multi-family units added across Tulsa in the last decade were in the study area, mostly in Downtown, where apartments continue to rent at a 50% premium to the citywide average. The Downtown residential market continues to grow, adding 400 units since 2016. Approximately 910 units are under renovation, construction or proposed to be built by 2022 within 1 mile of the Evans-Fintube site. In Downtown the variety of apartments includes artist lofts, reuse of deco skyscrapers, and new construction with ground floor retail. The top of market rents in Downtown now exceed \$1.80 per square foot. Vacancy has declined to 8%, with occupancy increasing annually since 2016. More than 400 units have been absorbed in Downtown Tulsa since 2017. Much of this market hugs the northeastern part of Downtown closest to the Evans-Fintube site.

New residential development in the neighborhoods surrounding the Site is a mixture of adaptive reuse of Tulsa's historic downtown Art Deco office towers and new vertical development. New construction has been primarily mid-rise apartments and condos, including the Flats on Archer and Greenarch apartments.

Office

Office space is primarily located in Downtown, where the bulk of Tulsa's class A office buildings and new developments are located. New office space in Downtown is the top of market, exceeding \$20 per square foot in rent with the new office development like The Vast renting for \$31 per square foot. Declining vacancy and mostly positive absorption in Downtown and Pearl signal potential market strengths. Office vacancy in Downtown Tulsa reached 8.6% in 2019, down from 14.9% in 2013. However, WPX Energy's planned departure from a 260,000 square foot space coupled with the impacts of COVID on office needs may impact the demand for additional new office space.

Through Tulsa Remote, a pioneering program that offers a \$10,000 grant and additional benefits by the George Kaiser Family Foundation to eligible remote workers who move to and work from Tulsa, the City has shifted to establish a COVID-resistant economy. The growing flexible and coworking space may offer a viable alternative to traditional office that is suited to Tulsa's start-up friendly and worker mobility aspirations. Co-working in Tulsa includes operators like The Root and 36 Degrees North. According to Jones Lang LaSalle (JLL), the coworking and flexible office market experienced a 16% average annual growth rate nationally from 2010-2017.

There are fewer than 10 office buildings throughout Greenwood with no sign of office growth given an absence of any new office products expected in the pipeline. This may suggest an untapped market for professional office-using services, particularly those focused on serving Black Tulsans, entrepreneurs, and businesses.

Retail

As the Tulsa Arts District and Greenwood District, both on the northern side of Downtown, become more walkable, there is an opportunity to address market demands for Greenwood and Crutchfield that lie opposite the Crosstown Expressway and Highway US-75. Downtown has over 1.2 million square feet of retail. Downtown retail vacancy has also dropped to a 10-year low of 3.3% while citywide rates have floated around 5% over the last 7 years. According to Coldwell Banker Richard Ellis (CBRE), Tulsa experienced a slight increase in occupancy in the retail market during the first half of 2020. COVID impacts on retail appear less significant in the short-term than the office market.

The Site may offer opportunities to capitalize on national trends around heritage tourism, curated destination retail, and untapped local markets in north Tulsa, however, COVID may continue to impact these industries.

Most customers from North Tulsa leave their respective geography to accomplish most of their retail needs. While Downtown is a destination for retail, particularly food and beverage, and commands premium rents, North Tulsa has significant leakage in both food and beverage and dry goods retail, indicating an untapped local market for new retail offerings tailored to North Tulsans. Despite a loss in overall inventory, new retail product continues to be delivered in the site's vicinity in Downtown and the Pearl, a trend that could be capitalized on at the Site, with a focus on attracting the North Tulsa market, in particular.

Hotel & Tourism

According to Visit Tulsa, Tulsa attracted a total of 9.3 million visitors in 2018, up from 9.1 million the previous year, resulting in demand for nearly one million hotel room nights. Average daily rates for hotels in Downtown Tulsa exceed \$100. Occupancy has increased over 5% since 2015, while adding more than 500 new hotel rooms.

Downtown, particularly areas proximate the Site, are primary drivers of tourism in Tulsa with destinations including Black Wall Street, the Greenwood Cultural Center, the USA BMX Headquarters, the Tulsa Performing Arts Center, Woody Guthrie Center, Guthrie Green, and OneOK Field. OneOK Field alone attracts approximately 400,000 visitors per year.

Additionally, there is Greenwood Rising, a state-of-the-art history center located in the heart of the Greenwood District that honors the legacy of Black Wall Street and after the Race Massacre. The facility, with a \$30 million budget, will be open to the public in September 2021 and will attract visitors from across the globe.

Additionally, there is an increasing upward trend in tourism related to Black cultural heritage. According to Mandala Research and the Travel Industry Association of America, over 60% of travelers report traveling for cultural heritage tourism. National spending by Black travelers and tourists has increased 31% from 2010 to 2018, and Black cultural tourists spend on average 54% more than those traveling for other purposes.

IX. RFQ SUBMITTAL REQUIREMENTS

The City of Tulsa and Tulsa Authority for Economic Opportunity invite highly accomplished developers with a proven track record of delivering successful, authentic, community-integrated developments to submit statements of qualification. Respondents must submit 2 hard copies and a digital copy by May 7 at 5 PM CST. More detailed instructions for submissions are provided in the Submission Instructions and Questions section.

The selected Master Developer will be responsible for creating an overall development plan that is consistent with the City and community's vision for the sites, guided by the goals laid out in this RFQ, and those outlined in the Summary of Prior Plans. The selected developer will also be expected to participate in and contribute to further community engagement during pre-development planning. To be considered for participation in Phase II (Request for Proposals), the Respondent must *clearly, completely and concisely* address each of the following areas in its response to this RFQ.

1. Executive Summary

Respondent must provide an Executive Summary of no more than three pages that summarizes the content of the submission including narrative approach, understanding of project context and goals, overview of development team, community approach and technical capability.

2. Project Narrative and Approach to Development

Respondents should provide a narrative overview of their approach to development generally, and specific to the Site and its context. This narrative should include the following:

- Vision for Development
 - Respondents should describe a high-level vision for development. While respondents are not encouraged to produce a plan or detailed program of uses, the Vision for development should describe conceptually how development of the Site will create value, incorporate community and policy goals, and foster a sense of place that is authentic to the Greenwood community and Tulsa. This Vision should include approaches specific to the historic Oklahoma Iron Works complex and the broader site, including potential for placemaking investments.
- Understanding of Opportunity
 - Respondent should convey an appreciation for the market context at the site, drawing from the materials provided in the RFQ and respondent's independent research and analysis, and a description of how available tools may be utilized (i.e., tax increment financing, historic tax credits) and contextual challenges may be overcome (i.e., connectivity).
- Understanding of Place
 - Respondents should convey an understanding of the national significance of the Greenwood community as a historic hub for Black culture and commerce, the aspirations for community wealth-building and economic opportunity, and the Community's intersection with the rapid redevelopment of downtown. This Understanding of Place should highlight specific opportunities to build on the area's unique history, culture, and market opportunities.

3. Overview of Development Team

Respondents should include a description of all firms comprising the development team, including intended design partners, engineers, construction team, etc. For all key personnel, provide a resume, describing relevant experience and intended role on the project team. For the development team, Respondents should also include a diagram or organizational chart illustrating the relationship between the lead developer and any subcontractors or partners. For teams led by a joint venture, clearly show the structure and percentage of ownership held by each lead team member.

Respondents are encouraged to maximize partnerships with local firms and service providers, including qualified small business enterprises, and organizations with local expertise to the Greenwood and north Tulsa communities and proven track records representing the interests of communities similar to Greenwood.

4. Community Approach

Respondents are required to provide an overview of their approach to integrating community input and partnership and highlighting specific ideas for how to generate wealth and economic opportunity for local communities through development of the site.

- Community Engagement
 - Respondents should describe how they intend to solicit and incorporate community participation in project planning and design. This may include public and stakeholder meetings, stakeholder advisory committees or boards or other forms of participation and co-design.
- Economic Opportunity
 - Respondents should articulate how they intend to promote economic opportunity for local businesses and residents through job creation, partnerships, and procurement at each stage of pre-development, development, and ongoing operations, with a focus on creating opportunities for small business development and entrepreneurship for Black Tulsans.
- Wealth-Building & Community Ownership
 - A key goal for this project is creating long-term wealth-building and community ownership opportunities that go beyond job creation in enhancing the vitality and spirit of Black Wall Street. Respondents should identify innovative approaches to joint ventures, opportunities for local equity investment and financial participation, among others.

Respondents should include brief profiles of similar projects where Respondent has successfully integrated community participation into project including planning, design, construction, tenanting, and financial structure where applicable. For all projects submitted as examples of relevant community approach, Respondents should provide project location; project size and program description, including phasing; completion date; public sector involvement, if any; total project costs and financing structure (detailing sources of capital); and a representative image (or images) of the project.

5. Technical Capability

Respondents should demonstrate their ability to succeed at designing, constructing, and managing the Evans-Fintube project by sharing information on at least three previous projects that illustrate its ability to fulfill the goals of this project. In particular, Respondents should highlight:

- Experience in master development of mixed-use urban projects in an urban context or at the intersection of urban and semi-urban neighborhoods similar to Greenwood and Downtown Tulsa.

- Mixed-use or commercial development that contributed to a sense of place and activated an area of a city's urban core, especially those with a historic component or that pay tribute to an area's local history.
- A successful public-private partnership that included horizontal improvements.
- Experience creating mixed-use developments in which the developer took advantage of *Historic Tax Credit*, tax-increment-financing, or similar incentives or economic development programs.

For all projects submitted as examples of relevant technical capability, Respondents should provide project location; project size and program description, including phasing; completion date; public sector involvement, if any; total project costs and financing structure (detailing sources of capital); Respondent's role in the project; and a representative image (or images) of the project.

6. Financial Capacity

Respondents should provide detailed information about their ability to financially fulfill the obligations of the development project. Respondents should provide the following information:

- Information about the Respondent's overall financial position, past history of raising capital, and resources available to complete this project.
- Most recent annual financial statements.
- Composition of real estate portfolio by type and occupancy percentage.
- Description of the sources of equity and/or debt Respondent believes will be attracted to investing in this project and description of any tentative commitments. Attach any letters of intent/interest that are available (if those can be named at this time).
- A statement indicating that the Respondent, including subsidiary corporations and partnerships, does not currently and has not had any loans in default within the past five years, and has not filed for bankruptcy, had a project foreclosed on, or faced government fines. Alternatively, if any of these have occurred, include a description of the actions and the project-related circumstances in which the actions took place.
- Description of any litigation that has been filed against the development team or its members related to real estate projects during the past 10 years, as well as the outcome of that litigation.

X. EVALUATION CRITERIA & PROCESS

Based on the quality and scope of information presented by Respondents, TAEO, on behalf of the City, will select a shortlist of Respondents to participate in Phase II of the solicitation process for the redevelopment of the Evans-Fintube site. Respondents will be evaluated based on two sets of criteria:

- **Minimum Requirements** | Respondents will be evaluated based on their ability to feasibly complete the development project including the technical experience and financial capability to finance and complete the adaptive reuse of the historic Evans-Fintube building, horizontal improvements, and new vertical construction.
- **Evaluation Criteria** | Respondents will be evaluated based on their proposed development vision and approach, and its fulfillment of policy and stakeholder goals outlined earlier in this RFQ, including formulating an approach to innovative wealth building and economic opportunity, and an approach to community engagement.

The City of Tulsa and Tulsa Authority for Economic Opportunity will evaluate respondents according to threshold criteria. Respondents determined to have the technical and financial capacity to complete the project will be evaluated by a committee comprising City of Tulsa and TAEO staff and a group of community leaders.

Minimum Requirements

Technical Capability	Relevant experience with developing successful mixed-use projects that are similar in vision, scope, size, and challenges as the Evans-Fintube project.
	Relevant experience with complex adaptive reuse projects involving historic landmarks.
	Relevant experience in complex public-private ventures with a proven track record of achievement of public-sector and community objectives.
Financial Capacity	Demonstration of ability and capacity to secure future financing that will appropriately fund the project through construction and maintenance for many years to come.
	Relevant experience using multiple public and private funding and financing sources including federal Historic Tax Credits.

Evaluation Criteria

Criteria	Description	Maximum Points
Development Vision & Approach	Fulfill the objectives described in this RFQ, which include an understanding of the local history and leverage of the site and market opportunity to create value. Successful respondents will demonstrate an ability and willingness to embrace the goal of producing a mixed-use development that brings a new and exciting product to the Tulsa market, and that reflects a strong understanding of market context and timing.	40
Approach to Innovative Wealth Building	Support wealth creation for Greenwood and north Tulsa through direct project participation. Counteract destruction and loss in value, commerce, and community ownership resulting from the 1921 Tulsa Race Massacre and subsequent policies and actions influenced by structural racism.	15
Approach to Economic Opportunity	Demonstrate support of the long-term economic development of Greenwood and north Tulsa by incorporating employment-driven uses into the site and provision of high-quality jobs during the construction and ongoing operations of the project.	15
Local Participation	Prioritize local organizations as members of project team, including as partners in a joint venture, stakeholder partners,	10

	and local partnership for future planning, design, contracting, and tenanting.	
Community Engagement Approach	<p>Respect the community’s input, the site’s historical context, and make every possible effort to infuse remembrances of the Greenwood neighborhood into the project.</p> <p>A strong plan for engaging the community and incorporating community input into development plan has an opportunity to earn a higher score for this sub-component.</p>	10
Experience working with Black Communities	Prioritize development teams with specific experience leading projects in historically Black communities and demonstrated ability to deliver culturally authentic and inclusive projects with respect to Black communities.	10

XI. SUBMISSION INSTRUCTIONS & QUESTIONS

Responses should be delivered as a single bound package, including a table of contents and tabs indicating the six sections described in the Submission Requirements section of this RFQ. Submissions may not exceed twenty-five pages. Supplementary information demonstrating financial or technical capacity may be submitted as appendices that will not count against the twenty-five-page limit.

Respondents must submit two (2) hard copies and one (1) electronic version of their responses on a flash drive by no later than **June 7, 2021**. Hard copy submissions should be labeled “RFQ Response: Evans-Fintube Redevelopment” and delivered to:

City of Tulsa
ATTN: Wyatt Donnelly-Landolt, Mayor’s Office of Economic Development
175 E 2nd Street
Tulsa, OK 74103

Digital submissions should contain the subject line “RFQ Response: Evans-Fintube Redevelopment” and delivered to wdonnelly@cityoftulsa.org

All questions regarding this RFQ should be submitted via email only to Wyatt Donnelly-Landolt, wdonnelly@cityoftulsa.org. Respondents will also have an opportunity to ask questions at the pre-bid conferences on May 3 and May 17, or at the site tour on May 9.

Questions asked at the pre-bid conference and submitted online will be posted on the project website at: www.cityoftulsa.org/EvansFintube. While the County will attempt to answer all questions that are submitted, it reserves the right to defer any or all questions until later phases of the process.

XII. EXHIBITS

+ 2020 Edition

Economic Development Incentives Policy

September 18, 2020

Mayor's Office of
Economic Development



CITY OF
Tulsa
A New Kind of Energy™

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Overview

This policy document contains the policies, processes, and review procedures for major economic development incentives offered by the City of Tulsa. The intent of this document is to outline a clear and consistent process across multiple programs, with the ultimate goal of ensuring applicants to programs experience a uniform and reliable process as they seek to invest in Tulsa.

Incentive Application and Review Process

Applicants for the programs outlined in this document may make a formal request for consideration by delivering the relevant application to the following address:

City of Tulsa - Mayor's Office of Economic Development
175 E 2nd St, Ste 1500
Tulsa, OK, 74103
Attn: Spencer Mitchell, Economic Incentives Manager

Applications may also be submitted to the following email address:

smitchell@cityoftulsa.org

STAFF REVIEW AND EVALUATION OF PROJECT APPLICATION

During the evaluation of an application, the Mayor's Office of Economic Development will determine if the proposed development / redevelopment meets any of the stated goals below:

- A. Increase sales tax revenue through direct sales, purchases by employees and purchases from City of Tulsa vendors;
- B. Increase ad valorem revenue to the City, Tulsa County, school districts located within the city and other local and area education and governmental entities that benefit therefrom;
- C. Enhance property values within the City;
- D. Contribute to the economic well-being of the citizens and residents of the City, Tulsa County and the State of Oklahoma.
- E. Diversify the local economy, provide economic stimulus for additional employment and other development, and provide training and employment opportunities.
- F. Contribute to an expansion of economic development opportunities in the City of Tulsa through participation in public private partnerships. If applicable, such efforts may include:
 1. Providing enhancements to public infrastructure.
 2. Encouraging private investments into facilities that increase the efficiencies of public transportation systems.
 3. Increasing efficiencies of public access and convenience to engage in private commercial activities.
 4. Promote the health, safety, economic security, prosperity and general welfare of the citizens of the City of Tulsa.
 5. The development and preservation of quality affordable housing.
 6. Promote development of new housing projects

If the Mayor's Office of Economic Development determines the Project does not align with one or more of the above-stated goals, the applicant will be notified that their request for funds will not be recommended.

CITY OF TULSA FINANCIAL IMPACT ANALYSIS

Mayor's Office of Economic Development Staff will consider the following issues regarding the Project to ensure the public benefits to the City will be positive within the proposed award term:

- A. Cost of the incentive (including labor costs of City Staff);
- B. Cost of city services such as police and fire;
- C. Wear and tear on City Streets and roads;
- D. Increased burden on water, sewer, and storm systems;
- E. Estimated "transfer losses" from existing merchants.

If the Mayor's Office of Economic Development determines the Project will have a negative fiscal impact on the City of Tulsa, the applicant will be notified that their request for funds will not be recommended.

EVALUATION OF THE PROJECT'S PUBLIC PURPOSE

The Mayor's Office of Economic Development will evaluate the public purpose served by the proposed development using the following criteria:

- A. The way in which the public benefits compared to the way in which private parties may benefit;
- B. The overall primary effect of the public expenditure;
- C. The consideration given for the expenditure;
- D. The location or site improvement of a particular project;
- E. The creation of job opportunities;
- F. The comparison of private dollars involved in a project to the number of public dollars;
- G. Increased tax and/or other revenues;
- H. For residential projects and projects with residential components, the effects of proposed rent and unit delivery on overall housing market in Downtown;
- I. Competition with other localities;
- J. Nature and scope of public improvements to be constructed by developer

If the Mayor's Office of Economic Development determines the Project does not have a sufficient public purpose, the applicant will be notified that their request for funds will not be recommended.

INTERNAL REVIEW COMMITTEE (IRC) REVIEW

Upon successful completion of the Staff Review and Evaluation, Financial Impact Analysis, and the Evaluation of Public Purpose, Mayor's Office of Economic Development Staff shall forward the application to the Internal Review Committee (IRC). The role of the IRC is to determine completeness of applications in advance of formal review by the Full Review Committee. The IRC consists of a representative from each of the following Departments. If the IRC determines the application is complete, such application shall be forwarded to the Full Review Committee for review and consideration.

- A. Mayor's Office of Economic Development
- B. Mayor's Office of Community Development
- C. Engineering Services
- D. Finance
- E. Legal

FULL REVIEW COMMITTEE (FRC) REVIEW

The FRC will be convened to discuss and evaluate qualified projects in order to select projects that best achieve the City's goals and objectives as expressed in adopted plans and provide the best return on investment of public funds.

Membership of the FRC consists of six (6) standing members, as well as special members representing stakeholders for specific incentive programs. Standing members shall be:

- A. Mayor’s Office for Economic Development
- B. Mayor’s Office of Community Development
- C. Mayor’s Office
- D. City Council Chairperson or designee
- E. City Councilor for the district in which the proposed project is located
- F. Tulsa Planning Office (TPO)

In addition to the standing members, the following stakeholders shall be included in the FRC for the below incentives:

Downtown Revolving Loan Fund	Economic Development Infrastructure Fund	Retail Incentive Policy	BRT Revolving Loan Fund
Downtown Coordinating Council – Representative 1	Tulsa Regional Chamber – Economic Development Department	n/a	Tulsa Economic Development Corporation (TEDC)
Downtown Coordinating Council – Representative 2			
Entity Administering Redevelopment Agreement			

The following City of Tulsa Departments will support the work on the FRC in an advisory role:

- A. Engineering Services
- B. Finance
- C. Legal

The Full Review Committee will:

- A. Review and evaluate incentive applications based upon the criteria enumerated in each program-specific section below.
- B. Recommend:
 - 1. Which projects shall receive funding;
 - 2. The amount of funds to be assigned to each approved project; and
 - 3. Term(s) of the award.
- C. Invite all applicants with pending requests to the meeting where a recommendation is to be made.
- D. Forward the recommendation of the committee to the City Council or Mayor, as applicable and outlined in the below sections for each incentive.
- E. If the FRC does not support an application or suggests modification, a written response will be sent to the applicant.

AMENDMENTS TO INCENTIVE AGREEMENTS

Requests for amendments to active incentive agreements will be considered on a case by case basis. If the developer or company is unable to fulfill the obligations outlined in an incentive agreement due to forces reasonably out of their control, they may request a revision by contacting the Mayor's Office of Economic Development.

The process for requesting amendments to incentive agreements will generally follow the process delineated below:

1. Developer or company contacts the Mayor's Office of Economic Development to understand what documentation is required to process the request.
2. Developer formally submits the request and required backup documentation to the Mayor's Office of Economic Development.
3. The Mayor's Office of Economic Development reviews the request. If the requested amendment constitutes a "major" amendment to the agreement, meaning substantive changes to the term or nature of the agreement, the Mayor's Office of Economic Development will forward the request and any staff recommendations to the Full Review Committee for review and consideration.
4. If the Full Review Committee recommends any amendments to the agreement, the recommendations will be forwarded to the Mayor for their approval.
5. If approved by the Mayor, the recommendation will be forwarded to the entity administering the incentive for approval and implementation.

Projects requesting an amendment should contact the Mayor's Office of Economic Development to discuss the documentation needed to evaluate their request. Generally, amendments may require the following:

A. Narrative Explaining Request for Amendment

The project owner shall provide a signed letter which includes a clear narrative of the reason for the requested amendment, and the clauses of the current agreement which the project owner seeks to amend.

B. Detailed Financial Information

For amendments related to a loan, the project owner shall provide detailed financial information, including but not limited to correspondence with and between a project and its primary lender, documentation of any proposed sales of the property, and a narrative of the specific conditions and limitations that require the project owner to request an amendment.

In addition to the required documentation, parties requesting an amendment to any incentive agreement should expect to incur additional costs associated with review, evaluation, and implementation of any amended incentive agreement. These include but are not limited to:

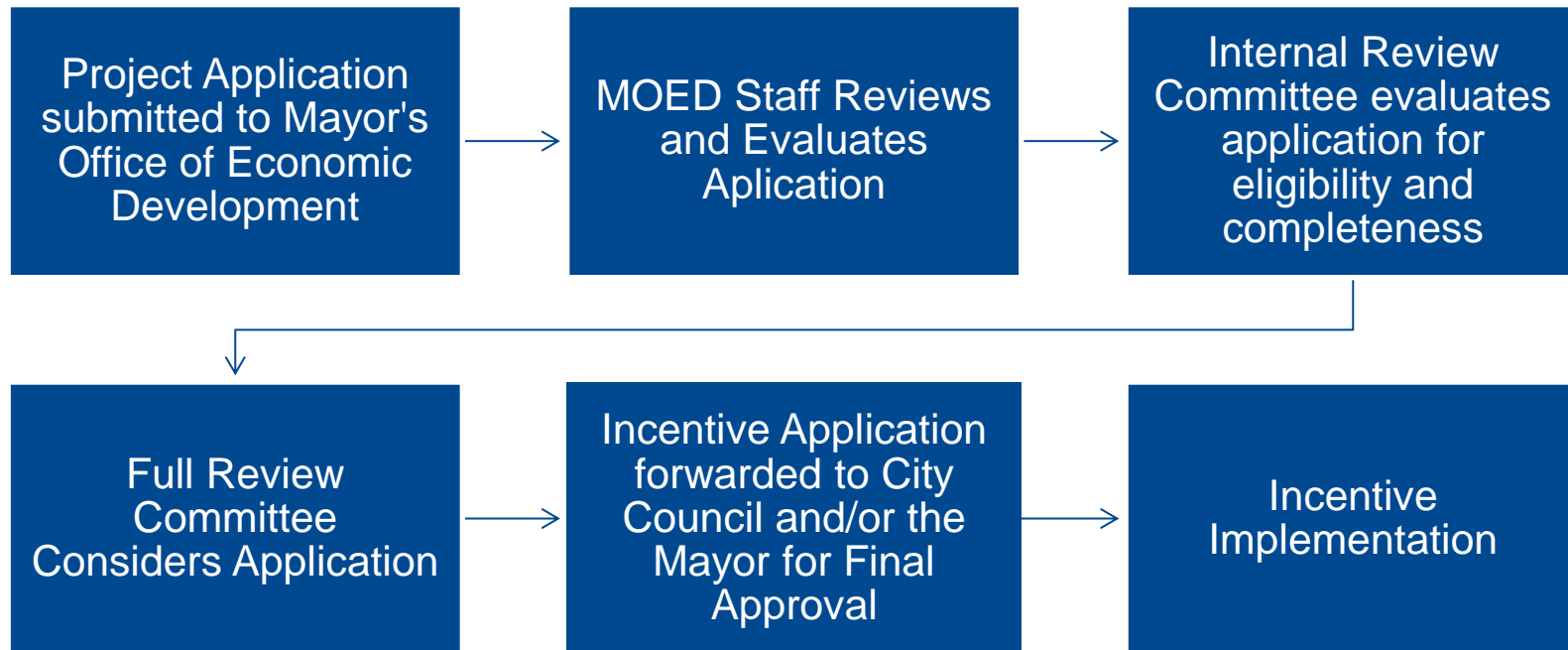
A. Payment of Administrative Costs

The project owner shall pay all administrative costs associated with the review and consideration of the request. This shall include the costs incurred by the City of Tulsa and the entity administering the incentive, if applicable. These include but are not limited to legal fees, staff time to evaluate requests for revisions, and document preparation costs.

B. Payment of Interest or Fees

If applicable, the project owner shall pay an interest charge (determined by the Full Review Committee) on borrowed funds during the period of deferral. If the incentive agreement is not structured as a loan, the Full Review Committee may recommend a fee if the request is approved.

Figure 1: Incentive Application and Review Process



Downtown Development and Redevelopment Fund

STATEMENT OF PURPOSE

To promote high quality development in Downtown Tulsa (within the Inner Dispersal Loop) including but not limited to catalytic mixed-use and/or preservation-based projects. Developments should increase investment opportunity and potential, support increased employment or population density in Downtown, and/or fill gaps in the Downtown market. Through the development of real estate projects in Downtown, the Fund should promote new business activity, retain businesses, and support infrastructure costs for private development.

SOURCES OF FUNDING

The Fund utilizes four separate sources of funding¹ to promote development in Downtown Tulsa:

- The voter approved 2001 City Sales Tax
- The voter approved 1996 City Sales Tax
- The voter approved Vision 2025 Sales Tax
- The voter approved 2013 Improve Our Tulsa Sales Tax.

This program may also include additional funds as they are recovered through previous revolving loan programs. In addition, funds returned through previous revolving loan programs may be used for other programs.

ADMINISTRATION OF FUNDS

Funds will be made available as 0% interest, short term (not to exceed 6 years) loans awarded by the City and administered/monitored in accordance with this Policy and any additional agreements necessary for proper administration and monitoring.

Applicants are responsible for an application processing fee, the amount of which is equal to an annual interest rate of 0.5% on the principal loan amount. Processing fees are due prior to final approval of a redevelopment agreement.

CRITERIA FOR AWARD AND USE OF FUNDS

The criteria/objectives to be under consideration for this fund include, but are not limited to:

- A. It is the objective of this fund to provide assistance by filling a demonstrated financial gap with public funds in those unique instances when this is the most appropriate program or resource.
- B. The fund is designed to assist with development or redevelopment of physical property located within the Inner Dispersal Loop (IDL) of Downtown Tulsa.
- C. Projects should be catalytic in nature, contributing to the creation or retention of new business, development, or employment.
- D. It is not the intent of the policy to fund land acquisition, or lease.
- E. Preference will be given to projects that are not seeking other sources of municipal assistance.

¹ In 2020, the available funding for revolving loans is estimated to be \$16,706,500. The amount of funds relented may be reduced to account for costs related to administration of the fund.

F. Where applicable, cost sharing and claw-back provisions will be negotiated.

FULL REVIEW COMMITTEE APPROVAL

If approved, the FRC will provide a letter detailing their decision and the corresponding application materials so that a corresponding development or redevelopment agreement can be drafted.

ADMINISTRATION OF DEVELOPMENT / REDEVELOPMENT AGREEMENTS

The selected entity will enter into a development agreement. Additionally, the selected entity must submit quarterly reports (first Fridays) of July, October, January, and April . These reports must demonstrate the progress the project has made toward the performance goals outlined in the development agreement and will be used to conduct an annual compliance evaluation.

Economic Development Infrastructure Fund

STATEMENT OF PURPOSE

To assist with valid public infrastructure needs related to the retention, expansion, and attraction of quality employment opportunities within the corporate limits of the City of Tulsa.

SOURCES OF FUNDING

The Fund utilizes two separate sources of funding to the expansion, retention, and attraction of quality employment opportunities within the corporate limits of the City of Tulsa.

- Improve Our Tulsa I – 2013
- Improve Our Tulsa II – 2019

CRITERIA FOR AWARD AND USE OF FUNDS

The criteria and objectives which guide consideration and awards from this fund include, but are not limited to, the following key issues and items:

- A. It is the objective of this fund to provide assistance with public infrastructure needs in those unique instances when this is the most appropriate program or resource. For the purpose of this Policy, public infrastructure shall include improvements or enhancements to water, sewer, stormwater, road/street, traffic control, or transit infrastructure, or other improvements located within the public Right of Way or on publicly-owned property.
- B. This fund is designed to assist with the retention, expansion, and attraction of quality jobs which support the City's goals of raising per capita income and increasing economic mobility for its residents.
- C. It is not the intent of the policy to fund land acquisition.
- D. All projects will be subject to the negotiation of a formal agreement governing the use of funds, to include cost-sharing and claw-back provisions.
- E. All awards are made based upon fund availability and analysis of the impact of the project under consideration.

JOB QUALITY MEASURES

- A. **Wage Requirement:** It is the objective of this program and policy to support efforts to increase per capita income and improve economic mobility among Tulsa citizens. As such, applicants must meet the following wage requirements in order to be considered for an award of funds.
 1. Average wage of all jobs retained or created must be equal to or greater than the average county wage, defined as the prevailing average wage in the prior calendar year as reported by the Bureau of Economic Analysis.
 2. The calculation of average wage may include overtime and bonuses, but shall not include the value of health or other employee benefits.
- B. **Benefits Requirement:** It is further the objective of this program and policy to support efforts to improve health outcomes for Tulsa citizens. As such, applicants must provide health benefits which meet the following criteria.
 1. All businesses must offer basic health insurance coverage to all employees working 30 hours or more per week, whose pay is included in the payroll for qualification.
 2. Employees must pay no more than 50% of the premium cost. Employees must be allowed access to the coverage within 180 days of employment.

3. Employees must have the ability to accrue Paid Time Off within 180 days of employment.
- C. **Job Opportunity Measures:** It is further the objective of this program and policy to support efforts to increase job opportunities for Tulsans who experience barriers to employment, and to provide access to jobs which provide the opportunity for career advancement from entry-level positions.
1. **Second-chance hiring:** Employers providing job opportunities, training, and support for justice-involved Tulsans may request an exception to the policy's average wage requirements. In no circumstance shall funds be awarded to employers whose average wage is less than 80% of the average county wage. Employers must show evidence of institutionalized training opportunities to allow for career advancement to qualify for an exception to wage requirements.
 2. **Training and career pathways:** Employers who provide institutionalized training opportunities to allow for career advancement from entry-level positions to higher-level positions may request an exception to the policy's average wage requirements. In no circumstance shall funds be awarded to employers whose average wage is less than 80% of the average county wage.
 3. **International and foreign credentials:** Employers that recognize credentials from countries outside the U.S., or recruit individuals with foreign credentials, may qualify for enhanced support per the provisions outlined in Section D below.
- D. **Ensuring Economic Mobility:** Employers who meet or exceed the minimum wage criteria outlined in Section A (or an exemption thereto under Sections C 1 or 2), the minimum benefits criteria outlined in Section B, while also meeting Job Opportunity measures in Section C 3, shall qualify for consideration for an increased award from the fund.

CONSIDERATION FOR CATALYTIC ECONOMIC DEVELOPMENT PROJECTS

The Full Review Committee may consider variances to the Wage Requirement, Benefit Requirement, or Job Opportunity Measures for catalytic projects requesting use of the Fund. For the purpose of the Economic Development Infrastructure Fund, catalytic projects are defined as:

- A. A capital investment of \$100,000,000 or more; *and*,
- B. The creation of 1,000 or more FTE jobs.

In order for the FRC to consider a variance, the project must meet at least two (2) of the three (3) measures outlined in Section C of Job Quality Measures. In no circumstance shall funds be awarded to employers whose average wage is less than 70% of the average county wage. For variances to the Benefits Requirement, the Full Review Committee shall only consider requests related to the minimum employment timeframe for receipt of benefits; in no circumstance shall funds be awarded to employers who do not offer health benefits or paid time off.

FULL REVIEW COMMITTEE APPROVAL

If approved, a letter from the FRC and a corresponding RFA will be developed and placed on the Mayor's Agenda and then transmitted to the City Council for approval.

PROJECT IMPLEMENTATION

At the discretion of the City, Engineering Services may implement the project and manage construction of the improvements, or when appropriate, the developer may construct the improvements through the appropriate processes (IDP typically) and be reimbursed to an amount approved by the City upon submission and approval of qualifying costs of construction.

Retail Incentive Policy

STATEMENT OF PURPOSE

The purpose of this Retail Incentive Policy (Policy) is to provide the criteria for identifying situations where it is desirable and suitable to provide incentives for private development Projects in the retail sector that support the redevelopment and revitalization of underserved areas and struggling retail centers. This Policy should only be utilized for Projects that generate new sales tax within the City of Tulsa, are located within the geographic areas defined in Section VI of this Policy and can be reasonably described as one of the Standard Industrial Codes (SIC) described in Section VII of this Policy.

SOURCES OF FUNDING

The Retail Incentive is funded through the City of Tulsa General Fund. The total annual amount available for all projects (existing and new) is capped at 1 percent of budgeted General Fund revenue in each City fiscal year (July 1 to June 30). The annual amount of reimbursements is subject to the City of Tulsa's appropriation of sufficient funds in each fiscal year budget.

CRITERIA FOR AWARD AND USE OF FUNDS

The City of Tulsa recognizes that vibrant and livable communities are one of the greatest contributors to a healthy economy. It is recognized that Tulsa, like all cities in Oklahoma, is reliant on sales tax revenues to support the City's General Fund. In order to provide the levels of programs and services necessary to remain a vibrant and livable community, the sales tax base must continue to grow. The goal of this Policy is to ensure Tulsa continues to be a great place to live, and that it remains a regional retail center. This Policy is intended to support commercial retail businesses and developments that:

- A. Increase City of Tulsa sales tax revenue through direct sales, purchases by employees and purchases from City of Tulsa vendors;
- B. Increase ad valorem revenue to the City and other taxing entities within the City limits;
- C. Enhance property values within the City;
- D. Contribute to the economic and social well-being of the citizens and residents of the City, Tulsa County and the State of Oklahoma;
- E. Diversify the local economy, provide economic stimulus for additional employment and other development, provide training and employment opportunities, and employ Tulsa residents;
- F. Contribute to an expansion of economic development opportunities in the City of Tulsa through participation in public private partnerships. If applicable, a public private partnership may include:
 1. Providing enhancements to public infrastructure.
 2. Encouraging private investments into facilities that increase the efficiencies of public transportation systems.
 3. Increasing efficiencies of public access and convenience to engage in private commercial activities.
 4. Promoting the health, safety, economic security, prosperity and general welfare of the citizens of the City of Tulsa.
 5. Promoting redevelopment of underutilized retail and commercial spaces.

RETAIL PROJECT TYPOLOGIES

The Retail Incentive is intended to incentivize the construction and operation of new retail businesses and commercial developments within the City of Tulsa. Projects interested in utilizing the Retail Incentive Policy

should qualify as one of the following categories of Projects;

- A. **Stand-alone Retail Project:** Projects in this category should provide a retail use to an underserved area which offers an essential product, subject to sales tax, that if located within the underserved area, struggling retail corridor, USDA designated food desert or redevelopment area would improve the quality of life for residents and businesses within the area.
- B. **Destination Retail Project:** A Destination Retail Project is a development that contains a retailer or group of retailers who will offer a product or good (subject to sales tax) that is unique to the market. A destination retailer is expected to attract new sales tax dollars or retain sales tax dollars within Tulsa City limits.
- C. **Regional Retail Project:** A Regional Retail Project is a development that contains at least 250,000 square feet of net usable retail space that attracts 50% of its customer sales from outside of a 25-mile radius of the center of the City of Tulsa and is not within 100 miles of its nearest competitor. See attachment A and B for reference maps.

If a Project cannot be reasonably classified as one of the Project types identified in this Section, the Retail Incentive cannot be used to assist in its development.

SALES TAX REIMBURSEMENT

Any Retail Incentive awarded to the Project will be dependent upon the costs associated with the development / redevelopment of the site ("Project Costs"), which are described in detail in the following Section. The Retail Incentive awarded to the applicant will be determined by the City of Tulsa using estimated sales data provided by the applicant and confirmed by Mayor's Office for Economic Development Staff. The estimated annual sales will be used to determine the undedicated City sales tax (2%) generated from the Project.

ELIGIBLE PROJECT COSTS

In order to qualify for the Retail Incentive, applicants must demonstrate that the Project Costs detailed in this Section of the Policy are inhibitive to the successful construction and operation of the Retail Project. The following costs are reimbursable through the Retail Incentive:

- A. **Capital Costs:** including the actual costs of the acquisition and construction of public works, public improvements, new public or private buildings, structures, and fixtures; the actual costs of the acquisition, demolition, alteration, remodeling, repair, or reconstruction of existing private buildings, structures, and fixtures; and the actual costs of the acquisition of land and equipment for public works, public improvements and public buildings and the actual costs of clearing and grading of such land and environmental remediation related thereto.
- B. **Financing Costs:** including interest paid on holders of evidence of indebtedness of other obligations issued to pay for Project costs and premium paid over the principal amount of the obligations because of the redemption of the obligations before maturity.
- C. **Real Property Assembly Cost:** including clearance and preparation costs;
- D. **Professional Services Costs:** including those incurred for architectural, planning, engineering, legal and financial advice and services.
- E. **Public Improvements Costs:** including the costs of construction of public works or improvements, including but not limited to highways, roads, streets, bridges, sewers, traffic control systems and devices, telecommunications systems, parks, water distribution and supply systems, curbing, sidewalks and any similar public improvements, common utility or service facilities, landscaping, parking, and water detention/retention systems

PERFORMANCE GOALS

Any company receiving monetary incentives from the City for retail development will be required to enter into a development agreement. Each development agreement will vary based on the specific retail Project, but all such

agreements shall set specific performance goals (e.g.: gross retail sales, employment requirements, etc.) and the consequences (i.e. failure to generate sufficient sales over the allocated period to be fully reimbursed the retailer would forfeit the remainder) to the company of not meeting such goals.

LIMITATIONS ON INCENTIVES

Should the evaluation of the proposal determine the proposed retail Project meets the public purpose and other requirements stated herein, the calculation of the Sales Tax reimbursement is subject to the following limitations.

- A. \$2,000,000 maximum reimbursement per retail Project to assist with revitalization and activation. Annual amount available for sales tax reimbursement for the total of ALL Projects is capped at 1 percent of budgeted General Fund revenue in the City fiscal year (July 1 to June 30).
- B. Maximum term of incentive payment is 10 years.
- C. Annual amount of reimbursement is subject to the City of Tulsa’s annual appropriation of sufficient funds in the City’s fiscal year (July 1 to June 30) budget. The annual reimbursement is capped at the amount of City of Tulsa general fund revenues generated from that location for the year.
- D. Reimbursement rate and retailer payback period may be negotiated within the Development Agreement but will not exceed 10 years and \$2,000,000 for the Project.

MONITORING AND EVALUATING COMPLIANCE

A company entering into a development agreement must submit quarterly reports (first Fridays of July, Oct., Jan., and Apr.) to the Mayor’s Office of Economic Development and Finance Departments for internal distribution. These reports must demonstrate the progress the company has made toward the performance goals outlined in the Development Agreement. City staff will use these quarterly reports to conduct an annual compliance evaluation. Companies may be required to report sales taxes generated at the development using forms prescribed by the City. The report and supporting documentation must be verifiable, auditable and submitted timely.

FULL REVIEW COMMITTEE APPROVAL

If approved, a letter from the FRC and a corresponding RFA will be developed and placed on the Mayor’s Agenda and then transmitted to the City Council for approval.

ELIGIBLE RETAIL PROJECTS

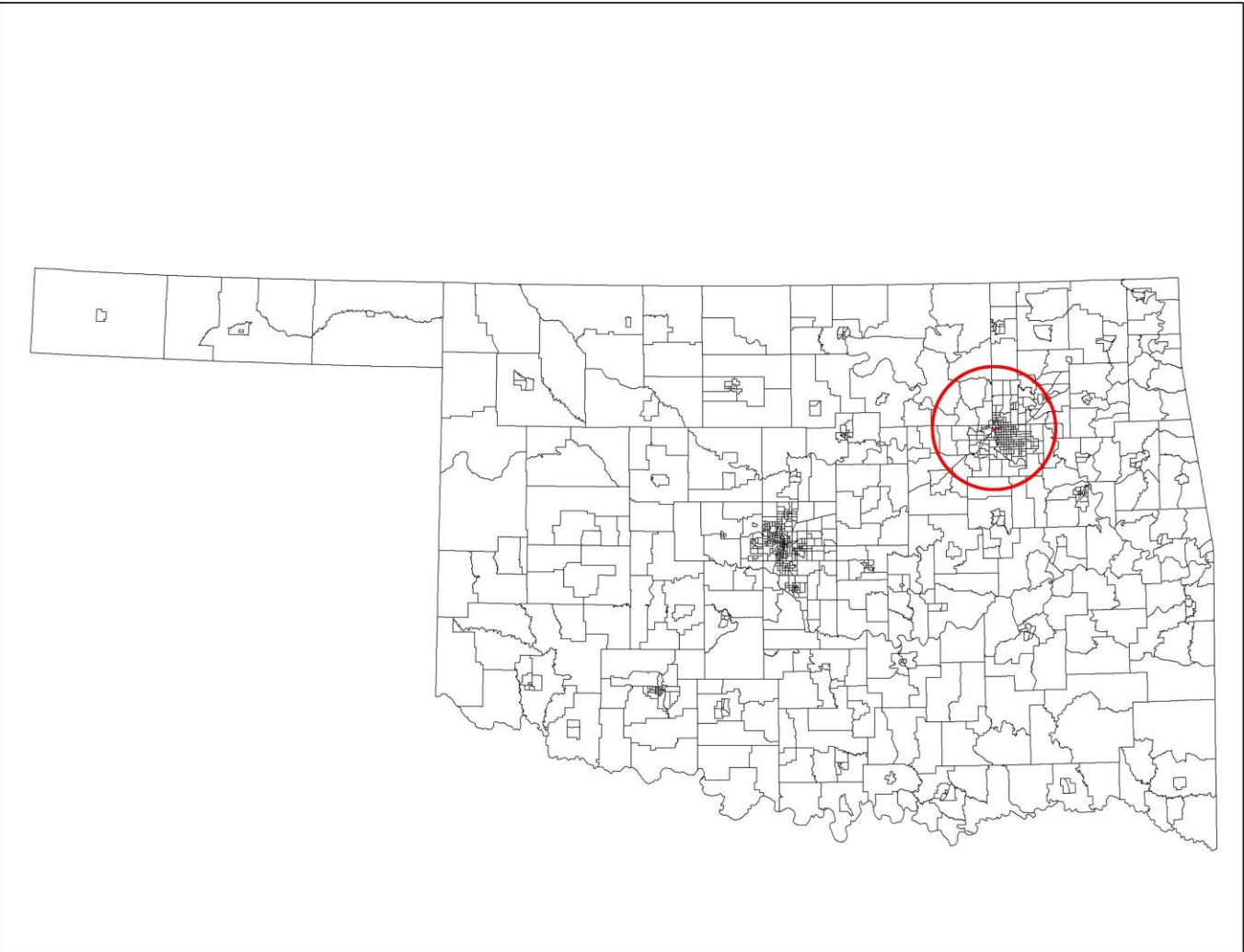
Companies and businesses eligible for the Retail Incentive from the City of Tulsa must be classified according to one of the following SIC codes.

4 Digit SIC Code	Description
5211	Lumber and other Building Materials Dealers
5231	Paint, Glass, and Wallpaper Stores
5251	Hardware Stores
5261	Retail Nurseries, Lawn and Garden Supply Stores
5311	Department Stores
5331	Variety Stores
5399	Miscellaneous General Merchandise Stores

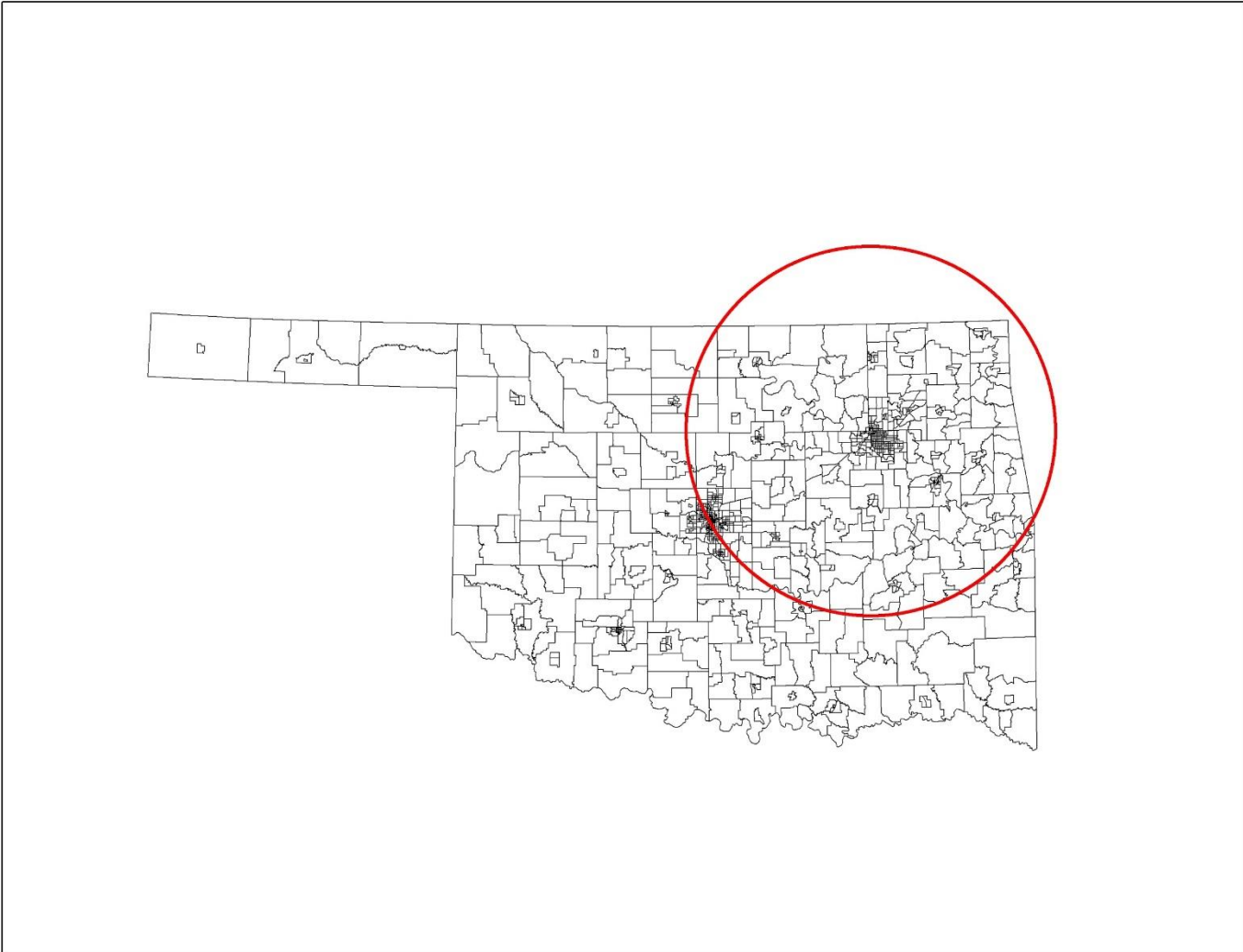
5411	Grocery Stores
5421	Meat and Fish (Seafood) Markets, including Freezer Provisioners
5431	Fruit and Vegetable Markets
5441	Candy, Nut, and Confectionary Stores
5451	Dairy Products Stores
5461	Retail Bakeries
5499	Miscellaneous Food Stores
5611	Men's and Boy's Clothing and Accessory Stores
5621	Women's Clothing Stores
5632	Women's Accessory and Specialty Stores
5641	Children's and Infants' Wear Stores
5651	Family Clothing Stores
5661	Shoe Stores
5699	Miscellaneous Apparel and Accessory Stores
5712	Furniture Stores
5713	Floor Covering Stores
5714	Drapery, Curtain, and Upholstery Stores
5719	Miscellaneous Home Furnishings Stores
5722	Household Appliance Stores
5731	Radio, Television, and Consumer Electronics Stores
5734	Computer and Computer Software Stores
5735	Record and Prerecorded Tape Stores
5736	Musical Instrument Stores
5812	Eating Places
5813	Drinking Places (Alcoholic Beverages)
5912	Drug Stores and Proprietary Stores
5941	Sporting Goods Stores and Bicycle Shops
5942	Book Stores
5943	Stationery Stores
5944	Jewelry Stores
5945	Hobby, Toy, and Game Shops
5948	Camera and Photographic Supply Stores
5949	Gift, Novelty, and Souvenir Shops

5961	Luggage and Leather Goods Stores
5962	Sewing, Needlework, and Piece Goods Stores
5984	Direct Selling Establishments
5992	Florists
5994	News Dealers and Newsstands
5995	Optical Goods Stores
5999	Miscellaneous Retail Stores Not Elsewhere Classified

ATTACHMENT A - RETAIL INCENTIVE POLICY – 25 MILE RADIUS



ATTACHMENT B - RETAIL INCENTIVE POLICY – 100 MILE RADIUS



Bus Rapid Transit Revolving Loan Fund

STATEMENT OF PURPOSE

It is the intention that these funds be utilized to promote the development and redevelopment of commercial properties along the City of Tulsa's Bus Rapid Transit (BRT) routes. The development of high quality transit-oriented projects and the proliferation of new businesses is key to ensuring the success of the BRT System. Commercial development and new businesses along the BRT will encourage ridership, expand the City of Tulsa's tax base, and create vibrant commercial centers accessible to all Tulsans. This strategy is intended to promote new businesses along the BRT and support cost savings for private development which is often costly due to age, location, or other conditions unique to the BRT routes.

SOURCES OF FUNDING

The voter-approved Vision Tulsa - Citywide & Route 66 Beautification and Reinvestment fund - totaling \$11,000,000, of which \$3,450,000 was dedicated to Commercial Revitalization. This program utilizes \$1,500,000 of the Commercial Revitalization funds and may also include additional funds as they are recovered through previous revolving loan funds.

ADMINISTRATION OF FUNDS

Funds will be made available as low interest, short term loans awarded by the City and administered/monitored in accordance with this policy.

CRITERIA FOR AWARD AND USE OF FUNDS

The criteria/objectives to be under consideration for this fund include, but are not limited to:

- A. It is the objective of this fund to provide assistance by filling a financial gap with public funds in those unique instances when this is the most appropriate program or resource, for commercial businesses.
- B. This fund is designed to assist in the development and redevelopment of property located along planned BRT Routes in the City of Tulsa.
- C. Projects should promote the development and redevelopment of commercial and mixed use properties along the BRT corridors in the City of Tulsa.
- D. Projects should promote the development and preservation of business activity along the BRT.
- E. It is not the intent of this policy to fund land acquisition, or lease.
- F. When applicable, cost sharing and claw-back provisions will be negotiated.

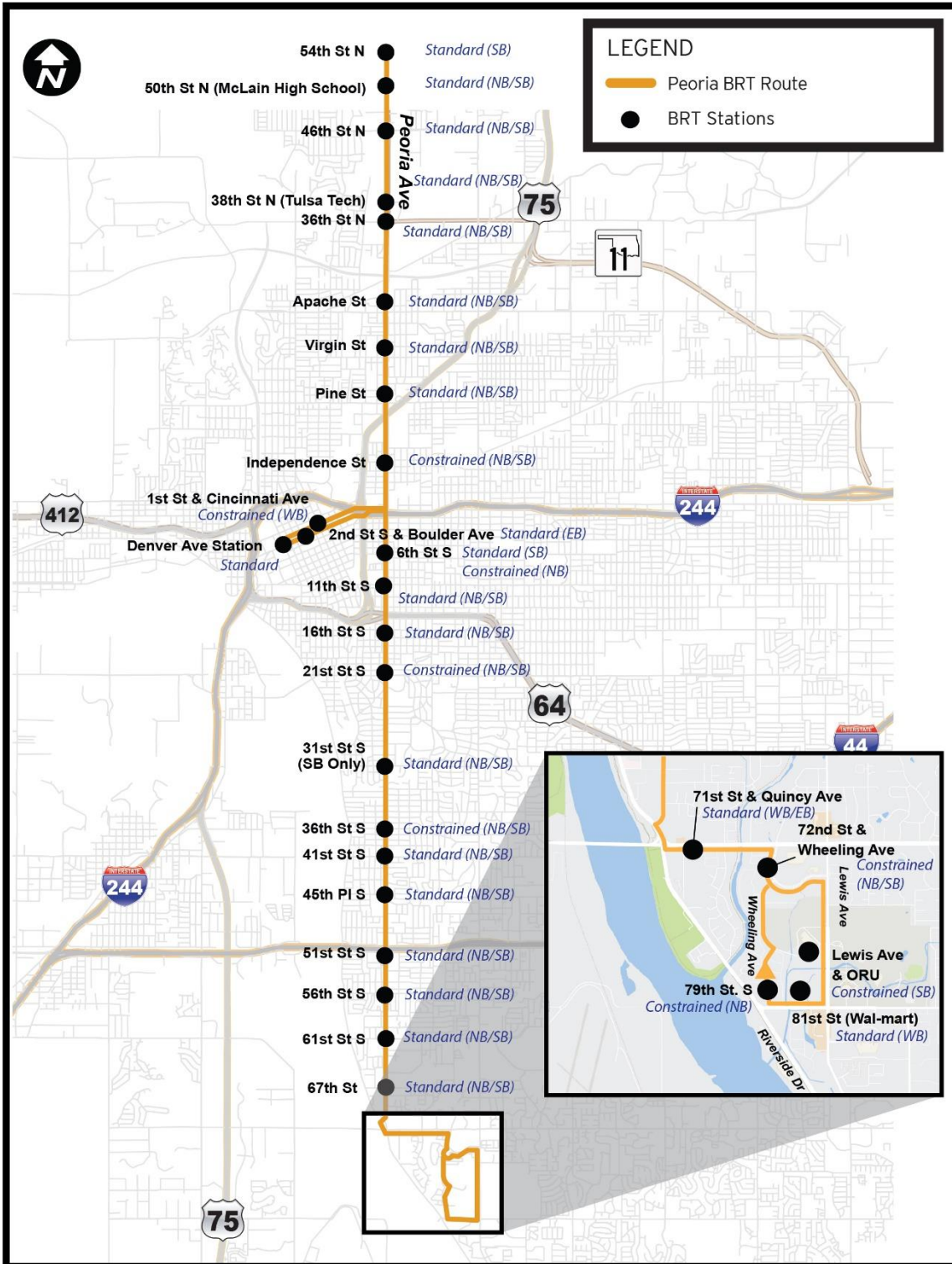
ELIGIBLE GEOGRAPHY

Projects should be located on parcels immediately adjacent to current BRT lines within the City of Tulsa. A detailed map of current BRT routes can be found in Attachment C.

FULL REVIEW COMMITTEE APPROVAL

If approved, the FRC will provide a letter detailing their decision and the corresponding application so that proper agreements can be drafted.

ATTACHMENT C - BRT REVOLVING LOAN FUND – CURRENT BRT ROUTES



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EVANS-FINTUBE SITE CLEANUP

TULSA, OKLAHOMA



The Evans-Fintube site is located on roughly 23 acres adjacent to downtown Tulsa and the historic Greenwood District. The site was originally developed as Oklahoma Steel Works and included a foundry, forge, machining - even its own power plant.

The facility was, at one time, the largest steel producer west of the Mississippi. In recognition, the Evans building was placed on the National Register of Historic Places. After the steel plant closed the site was used for heat exchanger and electric motor manufacturing.

Environmental impacts to the site resulting from prior use, as well as subsequent vandalism, were barriers to redevelopment. In 2013, the City of Tulsa was awarded a grant from the Environmental Protection Agency to clean up the site. Cleanup was completed in 2019.

PROJECT ACTIVITIES

Cleanup of the site addressed both indoor pollutants, including asbestos and lead-based paint, as well as contaminants, including petroleum hydrocarbons, polycyclic aromatic hydrocarbons (PAHs), metals, and polychlorinated biphenyls (PCBs).

Asbestos was abated from both the Evans and Fintube buildings. Lead-based paint was abated from only the Evans building. The Fintube building was later demolished.

Impacted soil was removed from across the site. Groundwater was not found to require remediation. The south and eastern portions of the site, along Archer and Lansing, were cleared for residential reuse by the Oklahoma Department of Environmental Quality. The Evans building and former Fintube building locations were cleared for non-residential reuse.

PROJECT TIMELINE

Project planning for cleanup began in 2015 and permitting with the Oklahoma Department of Environmental Quality and Department of Labor followed in 2016. Abatement of asbestos was completed in 2017, followed by lead-based paint abatement the same year. Soil cleanup was completed in two phases beginning in 2018 and concluded at the end of 2019 with issuance of agency Certificates of Completion.

CHALLENGES

Work on this site began slowly in the absence of a solid plan for reuse. With approval of the Vision sales tax package in 2015, funds were available to bring USA-BMX's National Headquarters to Tulsa. When the proposed location at the fairgrounds fell through, Evans-Fintube became the new site.

With a plan for reuse, risk-based cleanup levels were determined and a cleanup plan developed. Relocation of USA-BMX also served as a catalyst for redevelopment of the remaining portion of the property.

NEXT STEPS

The construction of USA-BMX has proceeded quickly and should be completed in 2021. The USA-BMX facility will occupy the northern half of the 23 acre parcel, with a covered racing track, Hall of Fame museum, offices, and event parking. A Market Feasibility Study for the Evans Building and outparcels began in 2020. An RFQ/RFP will be issued for redevelopment of the Evans Building and outparcels in 2021.



United States Department of the Interior
National Park Service

National Register of Historic Places Registration Form

This form is for use in nominating or requesting determinations for individual properties and districts. See instructions in National Register Bulletin, *How to Complete the National Register of Historic Places Registration Form*. If any item does not apply to the property being documented, enter "N/A" for "not applicable." For functions, architectural classification, materials, and areas of significance, enter only categories and subcategories from the instructions.

1. Name of Property

Historic name: Oklahoma Iron Works/Bethlehem Supply Company Building

Other names/site number: _____

Name of related multiple property listing:

N/A

(Enter "N/A" if property is not part of a multiple property listing)

2. Location

Street & number: 118 North Lansing Avenue

City or town: Tulsa State: Oklahoma County: Tulsa

Not For Publication: Vicinity:

3. State/Federal Agency Certification

As the designated authority under the National Historic Preservation Act, as amended,

I hereby certify that this ___ nomination ___ request for determination of eligibility meets the documentation standards for registering properties in the National Register of Historic Places and meets the procedural and professional requirements set forth in 36 CFR Part 60.

In my opinion, the property ___ meets ___ does not meet the National Register Criteria. I recommend that this property be considered significant at the following level(s) of significance:

___ **national** ___ **statewide** ___ **local**

Applicable National Register Criteria:

___ **A** ___ **B** ___ **C** ___ **D**

Signature of certifying official/Title:	Date
State or Federal agency/bureau or Tribal Government	

In my opinion, the property ___ meets ___ does not meet the National Register criteria.	
Signature of commenting official:	Date
Title :	State or Federal agency/bureau or Tribal Government

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4. National Park Service Certification

I hereby certify that this property is:

- entered in the National Register
- determined eligible for the National Register
- determined not eligible for the National Register
- removed from the National Register
- other (explain:) _____

Signature of the Keeper

Date of Action

5. Classification

Ownership of Property

(Check as many boxes as apply.)

- Private:
- Public – Local
- Public – State
- Public – Federal

Category of Property

(Check only **one** box.)

- Building(s)
- District
- Site
- Structure
- Object

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Number of Resources within Property

(Do not include previously listed resources in the count)

Contributing	Noncontributing	
<u>1</u>	<u>0</u>	buildings
<u>0</u>	<u>0</u>	sites
<u>1</u>	<u>0</u>	structures
<u>0</u>	<u>0</u>	objects
<u>2</u>	<u>0</u>	Total

Number of contributing resources previously listed in the National Register 0

6. Function or Use

Historic Functions

(Enter categories from instructions.)

Industry/Processing/Extraction: manufacturing facility

Current Functions

(Enter categories from instructions.)

Industry/Processing/Extraction: industrial storage

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7. Description

Architectural Classification

(Enter categories from instructions.)

No Style

Materials: (enter categories from instructions.)

Principal exterior materials of the property: Metal, Brick

Narrative Description

(Describe the historic and current physical appearance and condition of the property. Describe contributing and noncontributing resources if applicable. Begin with a **summary paragraph** that briefly describes the general characteristics of the property, such as its location, type, style, method of construction, setting, size, and significant features. Indicate whether the property has historic integrity.)

Summary Paragraph

The Oklahoma Iron Works/Bethlehem Supply Company Building is located at 118 N. Lansing Avenue in Tulsa, Oklahoma. It sits on a 22-acre site just northeast of the city's Central Business District and on the eastern edge of the Greenwood District. The massive industrial building contains approximately 118,210 square feet and has an irregular massing that illustrates its evolution during the fifty year period from 1911 to 1961. The building is divided into six major components (designated as "Units" in this nomination) corresponding with this evolution as well as to the building's varied functions. Its exterior is characterized by red brick or metal-paneled walls, large expanses of steel-framed multiple-light industrial windows, and metal-covered gable roofs with skylights high above the ground. At the apex of some of the roofs are monitors with multiple-light clerestories and ventilators. The interior is characterized by high open volumes with the roofs supported by exposed steel columns and trusses. Above the columns and between trusses are networks of catwalks that provided access to cranes and other equipment, as well as to the clerestory windows and ventilators. The historic equipment has been removed with the exception of some overhead cranes. Floor finishes include concrete, wood blocks, and earth. In addition, the historic railroad siding along the east side of the building is counted as one

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contributing structure. Although the building has been altered, it retains many original features that convey its historic use as a manufacturing facility.

Narrative Description

The Oklahoma Iron Works/Bethlehem Supply Company Building is a massive industrial building located on a 22-acre site northeast of Tulsa's Central Business District. It is on the eastern edge of the Greenwood District, the city's historic African American community that in recent decades has received renewed attention because of its association with the 1921 Tulsa Race Riot and has become a cultural, educational, and entertainment destination. South of the parcel is Archer Street and Interstate-244, the Crosstown Expressway, and the Frisco railroad tracks. To the east of the site is Lansing Avenue and U.S. Highway 75. To the west is the former Santa Fe railroad yard. Although most of the tracks have been removed, there are lines of tracks that are actively used. To the north is a light industrial park.

This 22-acre site was originally part of a 30-acre site acquired in 1911 for the manufacturing plant of the Oklahoma Iron Works and became home to the Bethlehem Supply Company in late 1938. The tract became the site for more than a dozen industrial buildings and structures, most of which have been removed. The 22-acre site has been divided into two tracts for the purposes of redeveloping the remaining buildings. However, according to the records of the Tulsa County Tax Assessor's Office, the nominated building actually lays within three legal parcels. For these reasons, the boundaries for the nominated property have been delineated to contain only the footprint of the building and the contributing railroad tracks along its east side. The building is currently owned by the City of Tulsa but is being leased by a construction company for warehousing construction materials and equipment.

The Oklahoma Iron Works/Bethlehem Supply Company Building is notable for its massive size. The oldest portions of the building have red brick walls, steel-framed multiple-light industrial style windows, and immense metal-covered gable roofs with skylights, steel-framed multiple-light clerestories, monitors, and ventilators. The windows and clerestories have sections that pivot open. The later additions typically had walls sheathed with sheets of galvanized metal and large expanses of steel-framed multiple-light industrial windows (some of which are now covered with fiberglass panels). The interior of all of the additions are characterized by open volumes with exposed steel columns and trusses. Throughout the interior, industrial style lights hang from the trusses. Because of the building's intricate composition, it has been divided into "units" that correspond to its evolution and varied functions. (See Figure 3)

Foundry, 1911-1939 (Unit A)

The Foundry is the northernmost section of the building and was among the first units constructed when Oklahoma Iron Works purchased the 30-acre parcel at East Archer Street and North Lansing Avenue in 1911. Its physical characteristics include its metal-covered gabled-roof with monitors, red brick walls, multiple-light clerestories, and large expanses of steel-framed multiple-light windows (Photos 1, 2, and 5). The interior is notable for its three-story open

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volume. The Foundry has a width of approximately 100 feet and it is approximately 150 feet long.

The northern end of the Foundry has a dual-pitched gabled roof with clerestory windows between the two pitches and in the sides of the monitor. A metal ventilator is on top of the monitor. There are also skylights on the upper level of the gable roof although their windows have been removed. The north and east walls of this portion of the Foundry have been removed (Photos 1 and 2). The interior space features a concrete floor, a high open volume, exposed steel roof trusses and columns, and a catwalk (Photo 3). The lower portion of the south wall is brick (this is the wall that divides the north part of the Foundry from the south part of the Foundry). Above that, the wall is covered with sheets of galvanized tin. At the east end of the wall is a small, one-story room constructed of concrete block which is likely a later addition. At the west end of the north wall is an opening to the southern portion of the Foundry that is infilled with metal panels. At its center is a steel door. The lower portion of the west wall is composed of brick. Above the brick, the wall is covered with sheets of galvanized tin. On the opposite side of this wall is a room with brick walls (Photo 9). It is accessible from the interior of the southern portion of the Foundry.

The southern portion of the Foundry has a concrete foundation and brick walls above which are large expanses of steel-framed multiple-light industrial windows (Photo 6). Its gable roof also has a monitor with clerestories at its apex, above which are two ventilators (Photo 5). However, its gable roof lacks the dual pitch and second set of clerestory windows found in the northern portion. There is a small, one-story concrete block addition on the east elevation. It is labeled as an office on the 1962 Sanborn Map. The interior of this section also has the high open volume with exposed steel columns and roof trusses. Most of the window openings on the west wall have been covered with metal panels. The east wall has a large venting fan inserted into it. The interior has the large open volume and exposed steel roof trusses (Photos 10 and 11). The lower portion of the wall between the north and south parts of the Foundry is constructed of brick and the upper portion is constructed of clay tile. The southern end of the Foundry is open to the Machine Shop (Unit B). The floor is of earth and wood blocks. The floor of the Foundry is lower than the floor of the Machine Shop and the other sections of the building (Photo 12).

Historic documents suggest that the missing portions of the Foundry's north and east walls contained large expanses of multiple-light industrial style windows at the ground floor and at the height corresponding to the clerestory windows between the dual pitches of the gable roof. The east elevation likely had a large expanse of steel-framed multiple-light windows similar to those of the southern section of the Foundry. The walls were likely constructed of brick, an appropriate material for a foundry (see Figures 5 and 6).

Machine Shop, 1913-1939 (Unit B)

A newspaper article from 1913 mentioned that the Oklahoma Iron Works was preparing to construct a 300' by 118' machine shop, yet the addition does not appear on a 1915 Sanborn Fire Insurance Map or on Fowler and Kelly's 1918 Aero View (bird's eye) of Tulsa but it is possible that these sources did not reflect the actual appearance of the building at the time they were

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created. The Machine Shop does show on a 1939 Sanborn Fire Insurance Map. Therefore, the time frame for the construction of this segment of the building is given as 1913-1939. The Machine Shop now has a length of approximately 320 feet.

The Machine Shop is the largest segment of the building and is characterized by a high gabled-roof with skylights in its north section (Photo 7). Its roof and monitor are continuations of those over the southern portion of the Foundry, and like the Foundry, are sheathed with galvanized metal. Steel-framed multiple-light industrial style clerestory windows are on the sides of the monitor (Photo 6). The Machine Shop has a concrete foundation, brick walls, and large expanses of steel-framed industrial style windows between the top of the brick wall and the roof overhang. Inserted in the walls are several sliding or roll-up freight doors. Near the center of the east elevation is a small one-story concrete block addition. The addition does not show on the 1962 Sanborn Map but appears in the 1963 aerial photo. The west elevation also has a concrete loading dock (Photo 8). Some clerestory windows and skylights are covered with metal or fiberglass panels.

The interior of the Machine Shop is impressive for its large open volume. Here, one gets a sense of the value of the clerestory windows and skylights for the additional light they provide. The interior's structural components such as the steel roof trusses and columns are also highly visible. There are also trusses below the clerestories that run the length of the Machine Shop that also supported overhead cranes. This network of columns and trusses creates a wide center corridor flanked by side wings that run the length of the Machine Shop. Within these components, one also finds ladders and catwalks that provided access to equipment, clerestory windows, and ventilators. Two concrete block rooms located along the west side of the corridor are later additions. The floor has a mixture of concrete paving as well as wood blocks (Photos 13, 14, 15, and 16).

Warehouse/Assembly Department Unit, 1918-1939 (Unit C)

This unit does not appear on the 1915 Sanborn Map but does appear on the 1939 map. The 1939 Sanborn Map labels this unit as a Warehouse and the 1962 map labels it as the Assembly Department. It is located at the base of the Machine Shop (Unit B) and has an east/west orientation measuring approximately 250 feet long and 63 feet wide. It has a gabled roof with a monitor in the middle (Photo 20). The southern plane of the gable roof has a ghost sign for Evans Electric, a former tenant of the building. The unit's walls are sheathed with metal panels. The west elevation has an expanse of steel-framed multiple-light industrial windows below the gable and at the first floor level (Photo 23). The south elevation also has large openings filled with multiple-light industrial windows. The windows of both elevations and the monitor are covered with fiberglass panels. The interior of this unit has a concrete floor and large open volume with exposed steel roof trusses and steel framing for the walls. The north side of the unit is open to the Machine Shop (Unit B), Unit D, and Unit E. The west end of the south side of this unit opens to the Assembly Department Addition (Unit F) (Photo 19).

Addition to Warehouse/Assembly Department Unit, 1939-1961 (Unit C-1)

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This addition appears on the 1962 Sanborn Map. As the owner of the building in 1962 scrapped Bethlehem Supply Company's equipment, it seems logically that the addition was built before 1962. It is approximately 63 feet wide and 70 feet long. Like Unit C, this unit's walls are sheathed with metal panels. Large openings of multiple-light industrial windows are on its south and east elevations. The south elevation windows are covered with fiberglass panels; the east elevation windows are mostly exposed (Photos 17 and 18). At the center of its north elevation is a large opening that lines up with the railroad siding along the east side off the building. The opening can be closed by large sliding steel doors. Expanses of multiple-light steel-framed industrial windows flank the opening (Photo 6). The interior of this unit has the same characteristics as Unit C.

Warehouse/Welding Shop, 1915-1939 (Unit D)

This unit does not appear on the 1915 Sanborn Map but does appear on the 1939 Sanborn Map. The 1939 map labels it as a Warehouse and the 1962 map labels it as a Welding Shop with a paint shop in its southeast corner. It is approximately 195 feet long and 65 feet wide. This unit extends north from Unit C, paralleling the Machine Shop (Unit B). It has a gabled-roof with ventilators and skylights. Its walls have a brick apron and metal panels above. The north elevation has a freight door and steel-framed multiple-light industrial windows (Photo 4). Its skylights are covered with fiberglass panels. A good portion of its interior is filled with a non-historic metal-sided room that has been used as an office in recent years.

Addition, 1939-1961 (Unit E)

Unit E does not appear on the 1962 Sanborn Map but it does appear in a 1963 aerial photograph. Because the owner of the building in 1962-63 scrapped Bethlehem Supply Company's equipment and only owned the plant for two years, it is likely that the addition was built before 1962. This unit is approximately 195 feet long and 40 feet wide. It sits between Units B and D at the location of a former railroad siding. It has skylights and clerestory windows along its east and west sides that are covered with fiberglass panels. At its north end is an overhead freight door flanked by steel-framed multiple-light industrial style windows. These windows are also covered with fiberglass panels (Photos 4 and 8). The interior features a concrete floor and exposed steel columns and trusses. Its east side is open to the Machine Shop (Unit B). Its west side borders the office area that fills Unit D (Photos 25 and 26).

Assembly Department, 1939-1961 (Unit F)

The Assembly Department is at the southwest corner of the building. It does not appear on the 1939 Sanborn Map but does appear on the 1962 map. An undated historic photo shows the steel skeleton of the unit as it was being constructed (see Figure 7). Its gabled roof and walls are sheathed with metal panels (Photos 21 and 22). The east and west elevations have two rows of steel-framed multiple-light windows that are covered with fiberglass panels (Photos 21 and 23). The south elevation has two overhead freight doors near the west end and large multiple-light industrial windows. The east elevation is similar to the west. The interior features a high open volume, exposed steel roof trusses and columns, and a concrete floor (Photo 24). It is open to the

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Warehouse/Assembly Department (Unit C) along its north side. The Assembly Department (Unit F) is approximately 125 feet long and 75 feet wide.

Railroad Siding, 1939-1961 (G)

The Oklahoma Iron Works and Bethlehem Supply Company plants were serviced by railroad sidings. According to Sanborn Fire Insurance Maps, one ran along the west side of the Foundry (Unit A)/Machine Shop (Unit B) and another siding ran near the east side of the property. The siding that is currently extant does not show on the 1962 Sanborn Map but it does show in the February 1963 aerial photograph of the plant. Again, because the owner of the building in 1962-63 scrapped Bethlehem Supply Company's equipment and only owned the plant for two years, it seems likely that the siding presently adjacent to the east side of the building was laid before 1962. The siding starts north of the building's boundaries and extends south toward the freight door of the addition to the Warehouse/Assembly Department Unit (C-1). (Photos 1 and 6)

Alterations to the Site

Significant alterations have occurred to the site containing the Oklahoma Iron Works/Bethlehem Supply Company Building. A Sanborn Fire Insurance Map from 1962 and an aerial photograph from early 1963 revealed that the plant site at those times retained numerous buildings which are no longer present, including a two-story brick manufacturing office immediately east of the addition to the Warehouse/Assembly Department (Unit C-1), a two-story power plant immediately north of the manufacturing office, a gate house, numerous storage buildings, a pattern shop, and a fabrication building. Northeast of the fabrication building was the welding shop, a crane and a forge. The fabrication building survives but is outside the boundaries of the nominated resource. Formerly, railroad tracks that ran along the west side of the Foundry (Unit A) and Machine Shop (Unit B) and through what is now the location of Unit E and through the middle of the Assembly Department (Unit C) have been removed. Portions of the railroad siding along the east side of the Foundry and Machine Shop remain. Railroad tracks near North Lansing Avenue have been removed.

The building's environment and the surrounding neighborhoods have been shaped by the construction of the sub-grade U.S. Highway 75 to the east and the elevated Interstate-244 and Crosstown Expressway (U.S. 412) to the south. A large rail yard to the west that formerly served the building has been reduced to a few tracks. To the west of the tracks is the recently developed Tulsa campus of Oklahoma State University.

Integrity

The Oklahoma Iron Works/Bethlehem Steel Company Building has been altered over the years including the loss of the north and east ends of the Foundry. It has lost its historic association as a manufacturing facility as it is currently being used as a warehouse. As described above, the site has experienced significant losses of historic buildings and its setting also has been shaped by the construction of adjacent highways. However, the building's massive size attests to its former status as an important facility in a manufacturing plant and the missing walls are only a small

Oklahoma Iron Works/Bethlehem Supply Company Building
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part of the building's overall massing. Design features such as massive roofs with ventilators, clerestory windows, pivoting industrial windows, and brick walls were integral to the building's function as a foundry and machine shop. Windows, clerestories, and skylights that are covered can be revealed again. Portions of the building with mostly metal-sided walls speak to the function of those spaces as well. As such, the Oklahoma Iron Works/Bethlehem Supply Company Building retains its integrity of location, feeling, design, materials, and workmanship.

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8. Statement of Significance

Applicable National Register Criteria

(Mark "x" in one or more boxes for the criteria qualifying the property for National Register listing.)

- A. Property is associated with events that have made a significant contribution to the broad patterns of our history.
- B. Property is associated with the lives of persons significant in our past.
- C. Property embodies the distinctive characteristics of a type, period, or method of construction or represents the work of a master, or possesses high artistic values, or represents a significant and distinguishable entity whose components lack individual distinction.
- D. Property has yielded, or is likely to yield, information important in prehistory or history.

Criteria Considerations

(Mark "x" in all the boxes that apply.)

- A. Owned by a religious institution or used for religious purposes
- B. Removed from its original location
- C. A birthplace or grave
- D. A cemetery
- E. A reconstructed building, object, or structure
- F. A commemorative property
- G. Less than 50 years old or achieving significance within the past 50 years

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Areas of Significance

(Enter categories from instructions.)

Industry

Period of Significance

1911-1961

Significant Dates

1911; 1913-39
1938
1939-1961

Significant Person

(Complete only if Criterion B is marked above.)

Cultural Affiliation

Architect/Builder

Unknown

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Statement of Significance Summary Paragraph (Provide a summary paragraph that includes level of significance, applicable criteria, justification for the period of significance, and any applicable criteria considerations.)

The Oklahoma Iron Works/Bethlehem Supply Company Building in Tulsa, Oklahoma is eligible for listing in the National Register of Historic Places at the local level of significance under Criterion A in the area of Industry. Located in Oklahoma's petroleum capital, the nominated resource is important for its association with two companies that played a vital role in the production of oil field equipment widely used in the state and beyond. Originally part of a much larger plant, a portion of the nominated building was first constructed in 1911 as Oklahoma Iron Work's foundry and then greatly expanded over the next twenty-seven years. The plant was purchased by Bethlehem Supply, a subsidiary of Bethlehem Steel, in 1938 and the building was further enlarged under its ownership. Bethlehem Supply continued to manufacture oil field equipment that was also used throughout the petroleum industry. The period of significance begins in 1911 when the foundry was constructed and ends in 1961 when Bethlehem Supply sold the plant, after which, the new owner dismantled the equipment, selling it across the country.

Narrative Statement of Significance (Provide at least **one** paragraph for each area of significance.)

Oklahoma's oil fields are located in the Mid-Continent Region that stretches from eastern Kansas, across Oklahoma, and into north and west Texas, as well as into Arkansas, Louisiana, and New Mexico. Some of the country's greatest oil discoveries were located in this region. They included Kansas' Neodesha, Augusta, El Dorado, and Paola; Texas' Desdemonda, Eastland, Ranger, Breckenridge, Electra, and Burkburnett; and Oklahoma's Cleveland, Red Fork, Glenn Pool, Osage, Cushing, Three Sands, Greater Seminole, and Oklahoma City, among others. Between 1900 and 1935, the Mid-Continent Region produced 8,804,000,000 barrels of crude oil. During the majority of that period, it ranked first in the nation in the production of crude, and between 1924 and 1935, it produced half of the country's crude oil.¹

Oklahoma's first known oil well was completed in 1859 in what is today Mayes County in the northeast corner of the state. Several factors made it difficult for successive drillers to exploit the potential of the area, including the legalities faced by non-citizens attempting to drill on Indian-owned land, lack of adequate transportation facilities, and access to markets. It would be another 38 years until Oklahoma's first successful commercial oil well, the Nellie Johnstone No. 1 in Bartlesville, Indian Territory, began producing in 1897. Once the railroad reached Bartlesville in 1899, a cascade of oil seekers descended on the town, making it the first oil boom town in the

¹ Kenny A. Franks, Paul F. Lambert, and Carl N. Tyson, *Early Oklahoma Oil* (College Station: Texas A&M University Press, 1981), 3.

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state's history. Yet oil production elsewhere in Indian Territory was tempered as the legal status of leases on Indian-owned land was uncertain.²

The first commercial oil well in Tulsa County was the Sue A. Bland which began operation in 1901. It was located west of the city across the Arkansas River in Red Fork. Its initial drilling was aided by two physicians from Red Fork, Dr. John C. W. Bland and Dr. Fred S. Clinton. The well was named for Dr. Bland's wife, Sue, a prominent mixed-blood Creek citizen who helped secure the lease where the well was drilled. Although the pool's production was minimal, word of the strike quickly spread and it was being compared to Texas' famed Spindletop discovery.³

Within a month, thousands of oilmen had flocked to the area. In 1902, the U.S. Department of the Interior removed many of the restrictions placed on leasing of Indian-owned land, which greatly added to the frenzy. Within a few years, other lucrative pools in the area were tapped, including Cleveland (actually located in Oklahoma Territory), Cherokee Shallow Sand District, and Muskogee, all in 1904, and the Glenn Pool in 1905.⁴

Although there were no oil fields directly in Tulsa, it became the state's center for the petroleum industry. Tulsa's origins were tied to the removal of the Creek from Alabama and Georgia during the Trail of Tears in the late 1820s-early 1830s. The arrival of the St. Louis and San Francisco Railroad (Frisco) in 1882 secured the city's survival. By 1900, there were 1,390 residents. At the time of statehood in 1907, it had a population of 7,298. This dramatic growth coincided with the growth of the oil industry. By 1910, the city's population had risen to 18,182, and ten years later, the population was 72,075. Large and small oil companies alike established their headquarters in the city and it became home to the largest independent oil refinery in the world, the Cosden & Company refinery.⁵ In addition to the many oil companies headquartered in Tulsa, it also became home to professional organizations such as the Southwestern Association of Petroleum Geologists (later renamed the American Association of Petroleum Geologists).⁶ In 1923, the International Petroleum Exposition was organized in the city. Hundreds of thousands of people attended the exposition during its heyday. By 1927, the city was home to the headquarters of 1,500 oil companies. It proudly bore the title "Oil Capital of the World."⁷

James W. Sloan and the Oklahoma Iron Works

James W. Sloan was born in Allegheny, Pennsylvania on February 5, 1870. At the age of 14, he worked in the state's lumber industry and on his father's farm, and later attended the State Normal School at Clarion, Pennsylvania for a time. By 1894, he was working as an independent

² Ibid, 3, 18-20.

³ Ibid, 33-36; James O. Kemm, *Tulsa: Oil Capital of the World* (Charleston, SC: Arcadia Publishing, 2004), 8.

⁴ Franks, *Early Oklahoma Oil*, 37-39.

⁵ Carl Gregory, "Tulsa," *Encyclopedia of Oklahoma*

(<http://digital.library.okstate.edu/encyclopedias/entries/T/TU003.html>) accessed June 20, 2014.

⁶ Kenny A. Franks, "Petroleum," *Encyclopedia of Oklahoma*

(<http://digital.library.okstate.edu/encyclopedias/entries/P/PE023.html>) accessed June 20, 2014.

⁷ Bobby Weaver, "International Petroleum Exposition," *Encyclopedia of Oklahoma*

(<http://digital.library.okstate.edu/encyclopedias/entries/I/IN030.html>) accessed July 22, 2014; Danney Goble, *Tulsa! Biography of the American City* (Council Oak Books, 1997), 108.

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contractor in the oil fields of West Virginia and Ohio. After working for three years in this field, he returned to his father's farm and then sold it. In 1898, he moved to Corsicana, Texas, where he again became engaged in the rapidly growing oil industry in that area of the state. A few years later, he relocated to Beaumont, Texas as that area was benefitting from oil exploration. He became one of the organizers of Producers' Oil Company and was named its vice president. His business interests expanded and he contracted for the installation of the waterworks system at Sour Lake, Texas, 20 miles northwest of Beaumont and home to Texas's first oil refinery. In 1903, he sold his interest in Producers' Oil Company because, as one source would later state, "he was expected to 'make good' and make money with the oil he produced selling at 7 cents a barrel."⁸

Sloan's entrepreneurial spirit drew him to the emerging oil market in Oklahoma. A major oil field near Cleveland in Pawnee County, Oklahoma Territory (O.T.), was struck in July 1904. That same year, Sloan was one of three incorporators of the Cleveland Tool Company of Corsicana, Texas. The company was organized with a capital stock of \$25,000 for the "manufacture and sale of every kind of mining tool."⁹ A few weeks later, Sloan and three others, including F.S. Kerr of Cleveland (acting as Territorial agent), filed articles of incorporation for the same company in Guthrie, O.T., with the same capital stock as the Texas firm.¹⁰ Sloan followed the company to Oklahoma where his knowledge of the oil and gas industry served him well. When the company started in Cleveland in 1905, it had five employees. In 1906, Sloan and partners purchased the Tulsa Foundry Company and moved the business to that city where it continued to manufacture supply tools.¹¹ An Oklahoma City newspaper stated that it was understood that the company "was under the control of the Texas company which is building a pipe line from Tulsa to the gulf," perhaps a reference to Sloan's varied business interests. The new company was known as the Oklahoma Iron Works with Sloan serving as its president and general manager. The Articles of Incorporation stated that the company would engage in the manufacture, trade, and selling of "machinery of all kinds, oil well supplies, mining machinery, harvesting machinery, and all kinds of iron and steel appliances of every kind and nature . . ." It was incorporated with a capital stock of \$25,000.¹²

⁸ "James W. Sloan," in *A Standard History of Oklahoma: An Authentic Narrative of its Development from the Date of the First European Exploration Down to the Present Time, Including Accounts of the Indian Tribes, both Civilized and Wild, of the Cattle Range, of the Land Openings and the Achievements of the Most Recent Period* by Joseph B. Thoburn, Volume III, pp. 477-78. Chicago and New York: The American Historical Society, 1916 (available at <http://hdl.handle.net/2027/wu.89063270797>), Public Domain, Google-digitized, http://hathitrust.org/access_use#pd-google, accessed February 3, 2014; Robert Wooster, "Sour Lake Oilfield," *Handbook of Texas Online* (<http://www.tshaonline.org/handbook/online/articles/dos02>), accessed on June 22, 2014. Uploaded on June 15, 2010. Published by the Texas State Historical Association; *Morning Tulsa Daily World*, October 11, 1921.

⁹ *Fort Worth Telegram* (Texas), November 22, 1904.

¹⁰ *Dallas Morning News*, December 26, 1904; Territorial Incorporation Records, Incorporation Entry #6051A, December 24, 1904 (available at www.okhistory.org/images/research/ledgers/2011.065.015/2011.065.015.02.pdf#page+171), accessed June 21, 2014.

¹¹ *The Trade Bulletin* (Oklahoma City), March 23, 1907.

¹² *Oklahoman* (Oklahoma City), December 26, 1906; Articles of Agreement and Incorporation, Oklahoma Iron Works, Indian Territory, Western District, January 15, 1907.

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Once in Tulsa, the company grew quickly. Six months after its arrival, a foundry was added and the number of employees increased from six to twelve. At that time, the foundry and machine departments were located at First Street and Detroit Avenue. In 1908, the company's capital stock was increased to \$100,000. The construction of a "mammoth" machine shop was quickly followed by the construction of a reinforced concrete building.¹³ A warehouse was added in 1909, and an office building, sales room, and stock supply room in 1910.¹⁴

In 1910, Hoffhine's Tulsa City Directory stated that the company was the manufacturer of the O.K. Iron Sand Reel, steam engines, pumps, pumping powers and jacks, and hydraulic oil and gas well fittings.¹⁵ Its steady increase in business left it with no room to expand at the First Street and Detroit Avenue site. In 1911, Sloan purchased 30 acres northeast of downtown, just outside of the city limits, to accommodate the growing business. The site was bordered on the south by Archer Street and was in the vicinity of other industries including the John Finlayson & Son company (oil well supplies), Tulsa Brick Company, Tulsa Boiler & Sheet Iron Works, McCune Boiler & Pump, and the Queen Bee Stove Company. It was also bordered on the west, north, and east by Tulsa's African American community. At the new location, the company constructed a foundry, blacksmith shop, pattern shop, structural shop, and foreman's homes. The property was completely fenced and was serviced by the Frisco tracks to the south. For a time, the firm's warehouse, machine shops, offices, and sales room continued to operate from the location at First and Detroit. The company also operated a machine shop in Drumright that catered to oil companies working in the Cushing field.¹⁶

The Archer Street plant's Foundry building had seven-foot high brick walls, above which were large expanses of multi-light, steel-framed industrial windows, and an iron-clad gable roof with a full-length monitor at its peak that was 45 feet above the earthen floor. A variety of design features provided for ventilation of the Foundry building, an important consideration for a building producing extremely high temperatures and the potential for toxic fumes. The large expanses of multiple-light industrial style windows in the lower parts of the building and in the clerestories in the monitor contained pivoting sections that could be opened. The high interior volume allowed the heat to rise and ventilators on the roof pulled hot air up and out of the building. But such features may have been of little consequence in the heat of the summer. In July 1914, the *Tulsa Democrat* noted that both machines and humans suffered under the heat. At the Oklahoma Iron Works, it was expected that "at least 35 per cent might be deducted from the amount of work accomplished by a man" during the summer than at cooler times of the year. As for machines, "[c]utting edges do not last so long, bearings become overheated more quickly. There is a general slowing down all the way 'round." Although some manufacturers shut down

¹³ *Bryan Morning Eagle* (Bryan, Texas), April 25, 1908; *Dallas Morning News*, April 20, 1908; *Tulsa Daily World*, August 31, 1913.

¹⁴ *Tulsa Daily World*, August 31, 1913.

¹⁵ Hoffhine's *Tulsa, Oklahoma Directory for 1910*, p. 39.

¹⁶ *Tulsa Daily World*, November 15, 1912 and August 31, 1913; U.S. Department of the Interior, National Park Service, *Final 1921 Tulsa Race Riot Reconnaissance Survey* (November 2005), 39. The companies in the vicinity of the Oklahoma Iron Works were listed in an advertisement for the Lynch & Forsythe Addition in the *Tulsa Daily World*, April 14, 1912.

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during portions of the summer and increased output during the winter, this did not appear to be the case at Oklahoma Iron Works where the laborers worked ten-hour days year around.¹⁷

The Oklahoma Iron Work's products were used beyond the Mid-Continent oil field. In 1913, its tools were being used in the test for an oil field in Washington.¹⁸ Such demand made the company one of Tulsa's leading industries. The August 31, 1913 issue of the *Tulsa Daily World* featured a number of the city's most prominent industries. The newspaper described Oklahoma Iron Works as a "Tulsa institution" and one of the largest plants west of the Mississippi. By that point a 300' by 118' machine shop, one entirely run by electricity, was being planned for the new plant site and a power plant was nearing completion. The article gave descriptions of each of the company's departments which were mostly organized around the four major crafts represented at the plant: forgers, structural iron workers, moulders, and blacksmiths. The Foundry Department had forty men and was run by compressed air and electricity. It produced both ferrous and nonferrous castings. Special molding, jarring, and core-making machines were in constant use. Twenty tons of gray castings were produced each day. The department had special equipment for brass and aluminum castings producing one ton per day. Thirty men were employed in this department. The Pattern Department recently had been enlarged which doubled its capacity. This department employed five men. The Blacksmith Department had a capacity of ten tons per day. It was equipped with steam hammers, one of which was said to be the largest west of the Mississippi River. Thirty men worked in this department.¹⁹ The Structural Department created bridge and building components. Recent projects included the production of material for the Phoenix Refining Plant and the Water Pierce Refinery at Sand Springs, the J.S. Cosdon Refinery in West Tulsa, and the power plant for Tulsa Fuel Manufacturing Company in Collinsville. Future projects would include the building for a glass company in Sapulpa in 1915 and structural components for the Ardmore-Akron Tire and Rubber Company Factory in Ardmore in 1918. Twenty men were employed in this department under the supervision of a civil engineer. The Sales Department and Warehouse employed 15 men. The newspaper noted that the warehouse was stocked with everything in the oil well supply line and the company's goods could be found through the Mid-Continent field. Forty men were employed in the machine shop. The Power Plant employed 10 men. It was anticipated that once the new power plant was completed, everything would be unloaded by electric magnet and that large casting would be broken in the

¹⁷ *Tulsa Democrat*, July 17, 1914.

¹⁸ *Daily Oklahoman*, June 9, 1913.

¹⁹ *Tulsa Daily World*, August 31, 1913. Most foundries were composed of the following departments: pattern, molding, core, melting, and finishing. Foundries were classified by the type of metal they cast with the major divisions being ferrous and nonferrous. Ferrous castings include gray iron, steel, and malleable iron. Of these, gray iron was the most popular in Oklahoma during the first half of the twentieth century because of the low cost of materials, moderate casting temperatures, and simple methods of molding. Steel castings were stronger than cast iron but were less prevalent in Oklahoma because of the expensive melting equipment that was required, thus making the final product more expensive. Oklahoma Iron Works produced both gray iron and steel castings. Oklahoma did not have a malleable foundry. Nonferrous castings include aluminum, copper-based, magnesium, lead, zinc, and other alloy castings. Brass, bronze, and similar metals were heavy and expensive to cast, but in high demand for things such as bearings and machinery parts, the type of products manufactured by Oklahoma Iron Works. Foundries producing industrial machinery were the most numerous in the state. For more information on foundries in Oklahoma, see Jarrell L. McCollum, "Status of the Foundry Industry in Oklahoma," *Proceedings of the Oklahoma Academy of Science for 1953*, Volume 34, pp. 235-37.

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same manner. The Office employed 11 people. In addition to the machine shop servicing the Cushing field, the company also had a branch in Tampico, Mexico that carried a large line of oil well supplies and employed 20 men who performed general repairs on large boats. This branch made news six years later when it constructed concrete barges for a Mexican oil company.²⁰

As Tulsa grew throughout the 1910s, so too did the Oklahoma Iron Works. By 1915, it employed 250 workers and had branches in Mexico and other oil-producing countries. The *Tulsa Daily World* boasted that it was “by far” the largest institution of its kind in the state.²¹ A 1915 Sanborn Map gives an indication of the size of the Archer Street plant at this time. The foundry building was the largest building. A 25 horse-power electric motor was located along the building’s west wall. At its northwest corner of the building was a core oven. To the east of the foundry building was the pattern shop. South of the foundry was a scale house and a chipping room with a 10 horse-power electric motor. Further to the south was the power house and blacksmith shop. To the west of the foundry, power house, and blacksmith shop was a railroad siding that curved toward the southeast and crossed Archer Street. On the west side of the siding were coke and coal bunkers and the structural shop. At the southern end of the property by Archer Street were a small office building and a garage.²²

In 1917, the company added an electric furnace when it received a contract to manufacture a fine grade of steel. At the time, there were only three electric furnaces west of the Mississippi and Oklahoma Iron Works’ would be the fourth. The new furnace would enable the plant to make steel castings by converting the company’s scrap iron into a high grade of steel similar to that used for shrapnel. The *Tulsa Daily World* boasted about this advancement, too, by proclaiming that “the Oklahoma Iron [W]orks takes on added significance in the eyes of the United States as an industrial preparedness factor” helping Tulsa achieve the status as the “Pittsburgh of the West.” Perhaps as a reflection of this new operation, the company increased its capital stock from \$300,000 to \$1,250,000 three months later.²³

As the Santa Fe Railway was planning for the construction of a first-class passenger depot and improvements to its freight business in Tulsa in 1918, it had already installed a lead switch to accommodate rail service to Oklahoma Iron Works. This improvement may have contributed to the Oklahoma Iron Works ability to expand its plant in 1919 when it took out a building permit for \$500,000 for the construction of a group of buildings.²⁴ By 1921, it was the largest manufacturing company in terms of employees (300) and had an annual output of approximately

²⁰ *Tulsa Daily World*, August 31, 1913, August 10, 1914, January 31, 1915, and April 23, 1917; *Daily Ardmoreite* (Ardmore, Oklahoma), February 17, 1918. Three National Register-eligible bridges fabricated by the Oklahoma Iron Works in 1908 and 1914 were documented during a survey of the state’s historic bridges in the early 1990s. The bridges were located in Tulsa and Okmulgee counties. See Joseph E. King, *Spans of Time: Oklahoma Historic Highway Bridges* (Oklahoma Department of Transportation, June 1993), 89; *El Paso Herald* (Texas), September 17, 1919.

²¹ *Tulsa Daily World*, May 18, 1915.

²² *Tulsa Daily World*, January 31, 1912; Sanborn Fire Insurance Map Company, Tulsa, Oklahoma, 1915, Sheet 36.

²³ *Tulsa Daily World*, March 9, 1917; *Oklahoma City Times*, June 4, 1917.

²⁴ *Dallas Morning News*, July 1, 1919 and *The Independent* (Cashion, Oklahoma), July 24, 1919.

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\$7,000,000. Among the state-of-the-art equipment it had at this time were 8,000 pound air hammers and a diesel engine.²⁵

The International Supply Company, wholly owned by the Oklahoma Iron Works, was formed on June 7, 1923 to act as a distributor for the parent company's products throughout the Mid-Continent Field. It also distributed products manufactured by other oil and gas well suppliers. It was located at the original site of Oklahoma Iron Works at First and Detroit. By 1923, International Supply Company had fifteen distributing houses, warehouses, and repair shops in Kansas and Oklahoma, and later expanded into Texas. As of June 30, 1923, the two companies had assets valued at \$6,449,788. That year, the companies issued joint serial gold bonds at seven percent interest. These bonds were secured by a mortgage on the companies' assets.²⁶ Perhaps these bonds financed the further expansion of the Oklahoma Iron Works plant in Tulsa between 1923 and 1938, when the two companies were sold to Bethlehem Steel following the death of their founder, James W. Sloan, on February 21, 1938.²⁷

Bethlehem Steel's Entrance into the Oil Well Supply Field

The Industrial Revolution of the mid-nineteenth century and the corresponding growth of the nation's railroad network gave birth to what became known as Bethlehem Iron Company in 1861, renamed Bethlehem Steel Company in 1899, and then Bethlehem Steel Corporation in the early 20th century. Following the discovery of iron ore in the Saucon Valley of western Pennsylvania, iron and steel companies took root in the area around Pittsburgh and the Lehigh valley. Bethlehem Steel became the nation's second largest steel company. At one time, its main plant, in South Bethlehem, Pennsylvania, known as Bethlehem Steel Company, covered 1,500 acres containing a complex of blast furnaces, machine shops, foundries, rolling mills, a rail mill, and other facilities. Through Bethlehem Steel Company and its other subsidiary companies, Bethlehem Steel Corporation produced a variety of iron and steel products including rails, structural components, armaments, gas and pumping engines, and armor plates for battleships. It owned an ore mine in Cuba, its own railroad, and ship building plants on the east and west

²⁵ *Morning Tulsa Daily World*, August 11, 1920; Clarence B. Douglas, *The History of Tulsa: A City with a Personality* (Chicago: S. J. Clarke Publishing Company, 1921), 579; *Oklahoma Weekly* (Norman, Oklahoma), February 2, 1922.

²⁶ International Supply Company, Articles of Incorporation, Filing Number 2300042752, Oklahoma Secretary of State's Office (<https://www.sos.ok.gov/corpinformation.aspx?id=2300042752>) accessed April 12, 2014; *Daily Oklahoman*, November 22, 1923 and *Dallas Morning News*, November 22, 1923; *Dallas Morning News*, July 27, 1926.

²⁷ *Tulsa Daily World*, February 22, 1938. James W. Sloan was associated with numerous companies following his relocation to Oklahoma. In 1906, he was one of the incorporators of the Continental Petroleum Company of Cleveland and Tulsa. In 1916, he was one of the incorporators of the Oklahoma Structural Steel Company and the Oklahoma Tool and Supply Company, both located in Tulsa. Four years later, Sloan was named to the board of directors of the Bessamer Oil Corporation which was formed to take over the oil production and gas leases of C.E. Stalker and associates, which represented 35,000 acres of leases in Kansas, Oklahoma, and Texas. He served on the board of the Tex-La-Homa Oil Corporation, was vice president of the Thompson Oil Company, and president of the Bradshaw Oil Company. See *Dallas Morning News*, December 26, 1906 and December 6, 1916; *Fort Worth Star-Telegram*, January 14, 1920; *Kansas City Star* (Missouri), May 21, 1919; *Tulsa Daily World*, February 22, 1938.

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coasts. The Bethlehem Steel Products Company marketed and sold Bethlehem products across the nation and around the globe.²⁸

Bethlehem Steel entered the oil well supply field in late 1936 when it acquired the Taubman Supply Co., a company established approximately twenty years before. At the time of the purchase, Taubman had offices in the major oil centers of the Mid-Continent Field. The company's name was changed to Bethlehem Supply Company.²⁹ A recent corporate history of Bethlehem Steel provides no information on this acquisition or of the company's entrance into this market.³⁰

Bethlehem Steel entered Tulsa's oil field market in late 1938 when Bethlehem Supply Company purchased the Oklahoma Iron Works, and its subsidiary, the International Supply Company. The exact purchase price for the two firms was not revealed but it was speculated that it was between \$1.5 and \$2 million. Eugene G. Grace, president of Bethlehem Steel, made the announcement in a presentation to 200 oil company executives in Tulsa. Grace stated that the company would go to any length to develop oil field business east of the Rockies with Tulsa becoming its headquarters for oil field equipment manufacturing and distribution. He was quoted as saying "We believe we have made no mistake in the selection of a headquarters. We are swinging toward home after an inspection tour that carried us the depth of the west coast and into some of the principal cities of Texas and in all our travels we have seen nothing to surpass Tulsa for our purpose in this undertaking."³¹ He speculated that the company would spend \$500,000 refurbishing the properties which would allow the company to make "a complete line of oil field equipment . . . Everything we can produce efficiently and profitably."³² Grace's appearance in Tulsa a day before the announcement generated excitement in the business community as it was noted that the last time a "high officer" in the Bethlehem organization had visited Tulsa was in 1928 when Chairman of the Board Charles M. Schwab participated in the opening of the International Petroleum Exposition.³³ The business community declared the sale to be the most important industrial development in Tulsa that year.³⁴ Shortly after the purchase, the management of the International Supply Company was spun off to the Bethlehem International Supply Company, a newly formed subsidiary, and the former Oklahoma Iron Works was placed under the umbrella of the Bethlehem Supply Company.³⁵

Just as advances in oil field drilling practices and the development of oil field tools and equipment were reaching a high point, World War II essentially stopped this progression. With

²⁸ Kenneth Warren, *Bethlehem Steel: Builder and Arsenal of America* (Pittsburgh: Pennsylvania: University of Pittsburgh Press, 2008), 15-17; "Bethlehem Steel Company" [originally published in the *Souvenir History Book of the Borough of South Bethlehem, Pennsylvania*, issued in conjunction with the city's semi-centennial celebration in October 3-9, 1915], *Bethlehem, PA Online*, (<http://www.bethlehempaonline.com/bethsteel.html>), accessed July 24, 2014.

²⁹ *The Oklahoman*, December 12, 1936.

³⁰ See Warren's *Bethlehem Steel: Builder and Arsenal of America*.

³¹ *Tulsa World*, December 8, 1938.

³² *The Oklahoman*, December 8, 1938.

³³ *Tulsa World*, December 7, 1938.

³⁴ *The Oklahoman*, December 8, 1938.

³⁵ *The Oklahoman*, January 1, 1939.

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the exception of refineries, petroleum related-industries ceased plant expansions and improvements. Yet the war-time demand for petroleum led to the tapping of new fields during this period which placed a strain on the existing equipment. As one historian of the industry noted, "Only the essential expendable items and replacement parts were produced, barely enough to keep the old rigs running. During [the later war years], however, much thought was given to new equipment and new designs. By the time the war was entirely over, the drawing boards and blue print machines were being worked overtime." This effort resulted in improved equipment that fueled petroleum production in the postwar years. In addition, the old rigs that were kept in service during the war were in need of replacement, thus further increasing the demand for new equipment after the war. Perhaps it was in anticipation of these events that Bethlehem Steel Company purchased the American Well & Prospecting Company in Corsicana, Texas in 1944. Although it continued to operate under its original name, this new acquisition was placed under the management of Bethlehem Supply Company in Tulsa.³⁶

Tulsa's reign as the Oil Capital continued into the early post-war years. By 1948, it was home to "more than 450 large oil producing, refining, transporting and marketing, and industry supply manufacturing companies." This statistic included "20 refining companies operating 36 refineries and 165 natural gasoline plants throughout the Mid-Continent Oil Field, the world's greatest producing field." It was the home of "more than 150 manufacturing and supply firms handling oil equipment exclusively."³⁷ This capacity was put on display at the twentieth anniversary International Petroleum Exposition and Congress held in Tulsa that year. Bethlehem Supply was among the companies proudly displaying its wares in a 11,799 square-foot exhibit in a new building, the fourth largest exhibit at the show. The company had the tallest portable mast at the show and a partially erected derrick.³⁸ Five years later, a deal made between Bethlehem Supply and Western Services Drilling Company of Longview, Texas just prior to the opening of the exposition made news across the oil field equipment industry. That deal involved Western Services purchasing a portable rig from Bethlehem Supply for \$500,000 before the show opened to the public.³⁹

Changes to the organizational and manufacturing arms of Bethlehem Supply Company occurred in the mid to late 1950s. In late December 1956, the company announced that it was removing its central division office from Tulsa to Fort Worth, Texas.⁴⁰ In July 1959, it announced that it would quit manufacturing oil field drilling equipment which was produced by the Corsicana plant it purchased in 1944. This line of product was turned over to a Dallas-based company. The Corsicana's utility pump line was transferred to Tulsa.⁴¹ Even bigger changes were on the horizon.

³⁶ J. E. Brantly, *History of Oil Well Drilling* (Houston, Texas: Gulf Publishing Company, 1971), 324, 305; Franks, "Petroleum"; *Dallas Morning News*, August 1, 1944.

³⁷ "A Story of Tulsa: Monument to Oil," *Oil Digest* 5 (May 1948): 5.

³⁸ *Ibid.*, 7. The companies with larger displays were Dresser Industries (17,703 square feet), Continental Supply Company (second largest, square footage not given), and General Motors Corporation (11,970 square feet). In all 1856 exhibitors participated that year.

³⁹ "Biggest, Newest Shiniest Oil Field Equipment on Show," *Breckenridge American* (Breckenridge, Texas), May 14, 1953.

⁴⁰ *Dallas Morning News*, December 23, 1956.

⁴¹ *Dallas Morning News*, July 5, 1959 and November 21, 1959.

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The Closing of Bethlehem Supply's Archer Street Plant

On December 31, 1961, Bethlehem Supply left the oil well pump manufacturing market in Tulsa when it closed the plant on East Archer Street. Prior to the closure, it had sold the property to Luria Industrial Division of Luria Brothers and Co. of New York. Although Bethlehem Supply had 10 to 12 percent of the world market for pumping units, industry insiders speculated that the decision to sell was prompted as much by the higher wages paid to the plant's employees compared to other plants in the Southwest, rather than a decline in sales. Bethlehem Supply Company's employees were affiliated with the United Steel Workers of America, CIO, which may have accounted for their ability to negotiate higher wages. However, C. R. Zimmerman, vice president of the company's supply division, said that it was a combination of factors that included a decline in sales and higher wages that forced the decision to close the plant. Approximately 200 employees were affected by the decision although another 200 employees would remain with Bethlehem Supply's division headquarters in Tulsa and in sales operations.⁴²

Bethlehem sold its manufacturing operations to Lufkin Foundry & Machine Co. of Lufkin, Texas. Lufkin Foundry & Machine Co. would continue to manufacture pumps and equipment under the Bethlehem name. E.P. Trout, vice president of Lufkin Foundry & Machine Co. reported that this arrangement benefited employees of his firm, not only because of the wide use of the Bethlehem Supply's equipment throughout the world, but also because of the way it was manufactured. In particular, it would be good news to his company's welding and structural shop employees because "the Bethlehem unit required more structural parts and weldments" than his company's units. Trout predicted that the arrangement would result in the hiring of more employees and stated that many Bethlehem Supply employees had contacted the company in hopes of being hired by his firm.⁴³ In fact, by mid-January 1962, Lufkin Foundry & Machine Co. had added 100 employees and was expected to hire an additional 150 workers within the next few weeks.⁴⁴

After weathering the oil bust of the 1980s, Bethlehem Supply's presence in Tulsa ceased in 1986 when Cevin Industries, an investment group from Chicago, purchased the company. At that date, Bethlehem Supply was located at 5110 S. Yale.⁴⁵

Considering the importance of both the Oklahoma Iron Works and Bethlehem Supply Company to Tulsa's manufacturing and petroleum industries, it is curious that there is little mention of either in secondary sources on the history of Tulsa or of the oil industry in the state. Danney Goble's *Tulsa! Biography of the American City* (1997), Kenny A. Franks, et al's *Early*

⁴² *Tulsa World*, December 15, 1961, from "Tulsa Businesses Be to Bi" vertical file, Tulsa City-County Library, Tulsa, Oklahoma; "Annual Message to Employees," *The Foundry Roundup* [newsletter of the Lufkin Foundry & Machine Company, Lufkin, Texas], December 1961, 3-4. Retrieved from The History Center [Diboll, Texas], www.TheHistoryCenterOnline.com/upload/resources/Lufkin_Roundup_1961_12_December_OCR.pdf (accessed June 30, 2014); *Dallas Morning News*, January 22, 1946.

⁴³ *Tulsa World*, December 15, 1961; "Annual Message to Employees."

⁴⁴ *Dallas Morning News*, January 21, 1962.

⁴⁵ *Tulsa World*, November 26, 1987, from "Tulsa Businesses Be to Bi" vertical file, Tulsa City-County Library, Tulsa, Oklahoma.

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Oklahoma Oil: A Photographic History, 1859-1936 (1981), and James O. Kemm's *Tulsa: Oil Capital of the World* (2004) did not mention either company. As mentioned previously, Kenneth Warren's recently published corporate history titled *Bethlehem Steel: Builder and Arsenal of America* (2008) makes no mention of the Bethlehem Supply Company.

Oklahoma Iron Works/Bethlehem Supply Company Building after 1961

Ralph Ablon, president of Luria Brothers and Co., stated that it was not the company's intention to conduct a "scrapping or dismantling operation" at the Bethlehem Supply plant.⁴⁶ But that is what happened with the equipment sold throughout the country. In early 1963, Central States Steel, Inc. purchased the plant site from Luria at an undisclosed price. Central States sold a variety of wire, steel, and building material products to steel fabricators, sheet metal, lumber, and plumbing firms. The company was based in Kansas City but had been in Tulsa for approximately 20 years. At the time of the purchase, Central States had warehouses at 801 E. First Place and 501 S. Quaker Avenue in Tulsa. The former Bethlehem complex afforded the company the opportunity to consolidate the two warehouses at the new site which at this time consisted of 18 acres and 11 "major" buildings in addition to the office building. Central States planned to occupy five buildings north of the office building that had formerly been used for manufacturing but would not occupy the foundry building or the office building. It hoped to lease the unused buildings.⁴⁷

Central States' parent company, Warehouse Properties, owned the complex into the 1980s. A number of tenants occupied the site over the next thirty years. They included Bankoff Scrap and Metal and Recycle America Processing Facility.⁴⁸ The plant site was later divided into two parcels with Fintube Technologies acquiring the northern portion containing a concrete reservoir, a forge, and welding and fabrication shops. Evans Electric acquired the southern portion which included the foundry/machine shop building that is the subject of this nomination. Over the years, many of the ancillary buildings of the original property were demolished. The Tulsa Development Authority acquired the Evans parcel in 2003 and the Fintube parcel in 2005 with the goal of redeveloping them for non-industrial uses. In 2011, ownership of the parcels was transferred to the City of Tulsa.⁴⁹ Currently Manhattan Construction Company leases the Evans property (which includes the Oklahoma Iron Works/Bethlehem Supply Building) for warehousing construction equipment and materials. The City of Tulsa is seeking parties to develop the sites. In addition, it is pursuing the listing of the Oklahoma Iron Works/Bethlehem Supply Company Building on the National Register of Historic Places to provide the potential for the use of tax credits available for the rehabilitation of historic buildings.

⁴⁶ *Tulsa World*, December 15, 1961.

⁴⁷ *Tulsa Tribune*, February 22, 1963, from "Tulsa Businesses Be to Bi" vertical file, Tulsa City-County Library, Tulsa, Oklahoma.

⁴⁸ Tulsa County (Oklahoma) Clerk's Office, Deed Records, Book 3316, page 201, December 15, 1963 and Book 4612, page 210, May 10, 1982; *City Directory, Tulsa, Oklahoma, 1970*, (Dallas, Texas: R. L. Polk and Company, Publishers), 296

⁴⁹ Tulsa County Assessor's Office, Tax Records for 118 N. Lansing Avenue, Parcel 99201-92-01-11270 (<http://www.assessor.tulsacounty.org/assessor-property.php?account=R99201920111270>) and 186 N. Lansing Avenue, Parcel 90236-02-36-30930 (<http://www.assessor.tulsacounty.org/assessor-property.php?account=R90236-02-36-30930>), both records accessed April 6, 2014.

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Significance under Criterion A: Industry

The Oklahoma Iron Works/Bethlehem Supply Company Building is significant for its association with two companies that played important roles in Tulsa's industrial history. At one point, Oklahoma Iron Works was Tulsa's largest manufacturing facility, producing structural components and oil well equipment and supplies that were used throughout the state and beyond. The nominated building was initially constructed in 1911 and significantly expanded over the next 27 years. Bethlehem Supply Company's association with the building began in late 1938 and signaled the commitment of the country's second largest steel manufacturer to the oil well supply business. At the time of the plant's closing in 1961, it held 10 to 12 percent of the world's market for pumping equipment. The nominated resource was a multi-purpose building originally containing a foundry, machine shop, assembly department, and warehouse. It is the best extant resource to represent the historic importance of both companies to Tulsa's industrial past. Listing of the Oklahoma Iron Works/Bethlehem Supply Company Building in the National Register of Historic Places will acknowledge this significance.

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9. Major Bibliographical References

Bibliography (Cite the books, articles, and other sources used in preparing this form.)

Brantly, J.E. *History of Oil Well Drilling*. Houston, Texas: Gulf Publishing Company, 1971.

City of Tulsa, Oklahoma, Planning and Economic Development Department. "Request for Proposal TAC 1019, Land Development in the City of Tulsa-EvansFintube Site," 2013.

Dallas Morning News. Various issues between 1904 and 1962.

Douglas, Clarence B. *The History of Tulsa, Oklahoma: A City with a Personality*. Chicago: S.J. Clarke Publishing Company, 1921.

Franks, Kenny A., Paul F. Lambert, and Carl N. Tyson. *Early Oklahoma Oil: A Photographic History, 1859-1936*. College Station: Texas A&M University Press, 1981.

King, Joseph E. *Spans of Time: Oklahoma Historic Highway Bridges*. Oklahoma Department of Transportation, June 1993.

Library of Congress, Thaddeus M. Fowler Map Collection. Aero View of Tulsa, Oklahoma 1918. Fowler & Kelly, Pasaic [sic], New Jersey, 1918. Call Number G4024.T8A3 1918 .F6 Fow 23. (available at http://memory.loc.gov/cgi-bin/queryD?gnd:2:./temp/-ammem_H0kG::@@@mdb).

Meacham, Mary Jo and Danney Goble. *Architectural/Historical Survey of Certain Parts of Tulsa, Oklahoma*. Design/Research Center, College of Architecture, University of Oklahoma, 1991.

McCollum, Jarrell L. "Status of the Foundry Industry in Oklahoma" *Proceedings of the Oklahoma Academy of Science for 1953*, Volume 34, pp. 235-37.

"Oil Drilling," vertical file. Oklahoma History Center, Oklahoma City, Oklahoma.

Sanborn Fire Insurance Map Company. Tulsa, Oklahoma, 1915, Sheet 36; April 1939, Sheet 65; June 1962, Sheet 65.

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Territorial Incorporation Records, Articles of Incorporation and Appointment of Agent, Cleveland Tool Company, December 12, 1904, Entry #6051A and 6052A.

Territorial Incorporation Records, Articles of Incorporation, Oklahoma Iron Works, January 1, 1907.

Thoburn, Joseph B. *A Standard History of Oklahoma: An Authentic Narrative of its Development from the Date of the First European Exploration Down to the Present Time, Including Accounts of the Indian Tribes, both Civilized and Wild, of the Cattle Range, of the Land Openings and the Achievements of the Most Recent Period.* Volume III. Chicago and New York: The American Historical Society, 1916 (available at <http://hdl.handle.net/2027/wu.89063270797>, Public Domain, Google-digitized, http://hathitrust.org/access_use#pd-google, accessed February 3, 2014.

“Tulsa Businesses Be - Bi.” Vertical file, Tulsa City-County Library, Tulsa, Oklahoma.

Tulsa Daily World. Various issues between 1912 and 1961.

U.S. Department of Interior, National Park Service. *Final 1921 Tulsa Race Riot Reconnaissance Survey.* 2005.

Warren, Kenneth. *Bethlehem Steel: Builder and Arsenal of America.* Pittsburgh: Pennsylvania: University of Pittsburgh Press, 2008.

Previous documentation on file (NPS):

- preliminary determination of individual listing (36 CFR 67) has been requested
- previously listed in the National Register
- previously determined eligible by the National Register
- designated a National Historic Landmark
- recorded by Historic American Buildings Survey # _____
- recorded by Historic American Engineering Record # _____
- recorded by Historic American Landscape Survey # _____

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Primary location of additional data:

- State Historic Preservation Office
- Other State agency
- Federal agency
- Local government
- University
- Other
- Name of repository: _____

Historic Resources Survey Number (if assigned): _____

10. Geographical Data

Acreeage of Property approximately four acres

Use either the UTM system or latitude/longitude coordinates

Latitude/Longitude Coordinates

Datum if other than WGS84: _____

(enter coordinates to 6 decimal places)

1. Latitude: 36.162051 Longitude: -95.982974

Verbal Boundary Description (Describe the boundaries of the property.)

Beginning at a point at the southwest corner of the building, proceed approximately 320 feet due east; thence approximately 610 feet due north; thence approximately 190 feet due west; thence approximately 500 feet in a southwesterly direction to a point; thence approximately 133 feet south to the point of beginning.

Boundary Justification (Explain why the boundaries were selected.) Because the nominated resource lays within three separate legal descriptions, the boundaries were delineated to include only the footprint of the building and the associated railroad siding along its east side.

Oklahoma Iron Works/Bethlehem Supply Company Building
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11. Form Prepared By

name/title: Susan Allen Kline, consultant
organization: _____
street & number: 2421 Shirley Avenue
city or town: Fort Worth state: Texas zip code: 76109
e-mail: sskline@sbcglobal.net
telephone: 817-921-0127
date: August 19, 2014

Additional Documentation

Submit the following items with the completed form:

- **Maps:** A **USGS map** or equivalent (7.5 or 15 minute series) indicating the property's location.
- **Sketch map** for historic districts and properties having large acreage or numerous resources. Key all photographs to this map.
- **Additional items:** (Check with the SHPO, TPO, or FPO for any additional items.)

Figure Log:

Figure 1: Boundaries of nominated property

Figure 2: Context map

Figure 3: Components of the Building and Site

Figure 4: Photo key

Figure 5: Views of Oklahoma Iron Works from the *Tulsa Daily World*, May 18, 1915.

Figure 6: Detail of Fowler & Kelly's *Aero View of Tulsa, Oklahoma 1918* showing the Oklahoma Iron Works plant.

Figure 7: Bethlehem Supply Company Building, date unknown. View from Archer Street of the south end of the building as the steel framework for the Assembly Department (Unit F) is going up. Beryl Ford Collection/Rotary Club of Tulsa, B7832. Courtesy of the Tulsa City-County Library and the Tulsa Historical Society.

Figure 8: Aerial photo of former Bethlehem Supply Company plant, from *Tulsa Tribune*, February 22, 1963.

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Photographs

Submit clear and descriptive photographs. The size of each image must be 1600x1200 pixels (minimum), 3000x2000 preferred, at 300 ppi (pixels per inch) or larger. Key all photographs to the sketch map. Each photograph must be numbered and that number must correspond to the photograph number on the photo log. For simplicity, the name of the photographer, photo date, etc. may be listed once on the photograph log and doesn't need to be labeled on every photograph.

Photo Log

Name of Property: Oklahoma Iron Works/Bethlehem Supply Company Building

City or Vicinity: Tulsa

County: Tulsa

State: Oklahoma

Photographer: Susan Allen Kline

Date Photographed: April 9-10, 2014

Description of Photograph(s) and number, include description of view indicating direction of camera:

- 1 of 26. North and east elevations of Foundry and Railroad Siding (Feature G), view south
- 2 of 26. North and east elevations of Foundry, view southeast
- 3 of 26. Interior of north end of Foundry, view south
- 4 of 26. North elevations of Addition (Unit E) and Warehouse/Welding Shop (Unit D), view south
- 5 of 26. West elevation of Foundry and Machine Shop, view east
- 6 of 26. East elevation of south end of Foundry and the Machine Shop, Railroad Siding (Feature G), and north elevation of Addition to Warehouse/Assembly Department (Unit C-1), view south
- 7 of 26. East elevation of Machine Shop and Foundry, view west
- 8 of 26. Loading dock on west elevation of Machine Shop and north elevation of Addition (Unit E), view southeast
- 9 of 26. Interior, room to the west of Foundry, view north
- 10 of 26. Interior, south portion of Foundry, view north
- 11 of 26. Interior, north portion of Foundry, view northeast
- 12 of 26. Interior, south portion of Foundry and Machine Shop, view south
- 13 of 26. Interior, detail of wood block floor in Machine Shop, view west
- 14 of 26. Interior of Machine Shop, view north
- 15 of 26. Interior of Machine Shop, view south
- 16 of 26. Interior of Machine Shop, view northwest

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- 17 of 26. West elevation of Addition to Warehouse/Assembly Department (Units C and C-1) and east elevation of Machine Shop and Foundry, view northwest
- 18 of 26. South and east elevations to Warehouse/Assembly Department and its Addition (Units C and C-1), view northwest
- 19 of 26. Interior of Warehouse/Welding Shop, view west
- 20 of 26. South elevation of Assembly Department and Warehouse (Units C and C-1), view north
- 21 of 26. East and south elevations of Assembly Department (Unit F), view northwest
- 22 of 26. South elevations of Assembly Department and Warehouse/Assembly Department (Units F and C/C-1), view northeast
- 23 of 26. West elevations of Warehouse/Assembly Department (Unit C) and Assembly Department (Unit F), view northeast
- 24 of 26. Interior of Assembly Department (Unit F), view west
- 25 of 26. Interior of Addition (Unit E), view north
- 26 of 26. Interior of Addition (Unit E), view south

Paperwork Reduction Act Statement: This information is being collected for applications to the National Register of Historic Places to nominate properties for listing or determine eligibility for listing, to list properties, and to amend existing listings. Response to this request is required to obtain a benefit in accordance with the National Historic Preservation Act, as amended (16 U.S.C.460 et seq.).

Estimated Burden Statement: Public reporting burden for this form is estimated to average 100 hours per response including time for reviewing instructions, gathering and maintaining data, and completing and reviewing the form. Direct comments regarding this burden estimate or any aspect of this form to the Office of Planning and Performance Management, U.S. Dept. of the Interior, 1849 C. Street, NW, Washington, DC.

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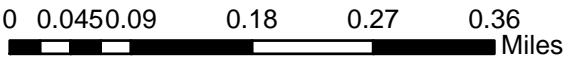
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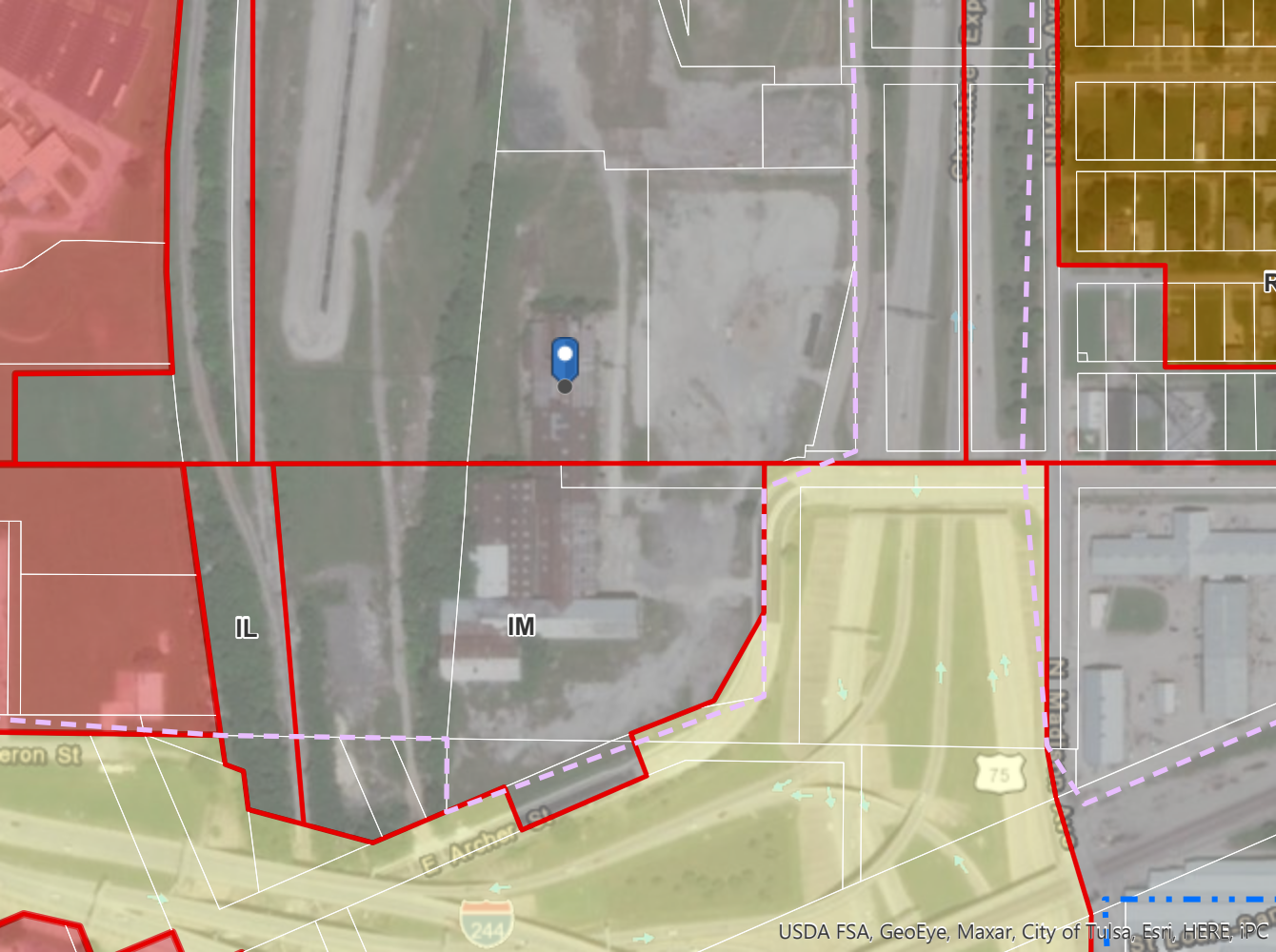


Oklahoma Iron Works/Bethlehem Supply Company Building
118 North Lansing Avenue
Tulsa, Tulsa County, Oklahoma



Source: Esri, DigitalGlobe, GeoEye, i-cubed, Earthstar
Geographics, CNES/Airbus DS, USDA, USGS, AEX,
Getmapping, Aerogrid, IGN, IGP, swisstopo, and the GIS User
Community





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