



TYLER
ECONOMIC
DEVELOPMENT
COUNCIL

2013
ANNUAL
REPORT



TEDC INVESTORS AND CONTRIBUTORS:

It is my honor to serve as Chairman of the Tyler Economic Development Council in this our 25th year of operations. As we look back on our history we can be proud of the contribution we have made to the economies of Tyler and Smith County.

TEDC began full time operations in June of 1989 when the Board hired Tom Mullins to be the first Director. Phyllis Schneider was the second person hired and that team has been working together ever since.

Here are some highlights of the efforts of our staff, directors and investors over the past 25 years.

- National rankings
 - The Milken Institute – 9th Best Performing Cities, Small Metro Areas (under 250,000) (2012)
 - Robert Charles Lesser & Co. – 2nd Economic Growth, All Metro Areas (2012)
 - Census Bureau – 10th 14.5% Increase in Median Per Capita Earnings, All Metro Areas (2007-2011)
- One Volunteer Industrial Developer of the Year Award given to our first Board Chairman A.W. (Dub) Riter Jr. in 1993
- Two Community Economic Development Awards in 1997 and 2002
- Named one of Texas' Outstanding Economic Development Groups five times by the Texas Economic Development Council
- First ever Certified Economic Development Council in Texas by the International Economic Development Council
- A more diversified economy less dependent on oil and gas which is now driven by medical, education, and telecommunications.
- 157 economic development projects
- 8,692 new primary jobs created
- 11,556 primary jobs retained
- \$747,193,269 of new investment in plant and equipment

None of these accomplishments could have been possible without our strong partners in local government and higher education. We appreciate the team efforts made by those groups, our investors, directors and officers to build a strong, growing and diversified economy for the Tyler area.

Sincerely,

Tom Ellis
Chairman of the Board

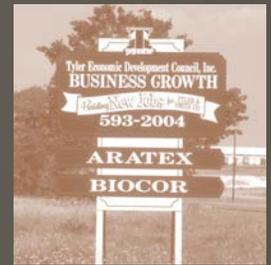


1989

Director hired after national search

Board moves to support use of incentives positioning statement: "Tyler... Together we're getting things done."

TEDC started long-term partnership with TJC and Small Business Development Center (SBDC)/ Business Incubator



1990

Aratex first tax abatement project

1st marketing video; first Enterprise Zone approved and manufacturer's guide published

TEDC moves to Plaza Tower

Taxing entities adopt Freeport

1988
TEDC formed

'88

'89

'90

1980s

Oil and gas collapse

Banking crisis

Perryman & Fantus studies – looking for solutions

'80s



AN ECONOMIC AND FINANCIAL ANALYSIS FIRM



1991

Perryman analysis of TEDC efforts to date – 23 projects, 763 direct jobs; 2863 jobs indirectly; \$15.6 mil invested directly; \$306 million indirectly

EDA East Texas Center water grant preliminary approval

1992

Carrier to relocate City of Industry CA plant to Tyler +350 jobs

Trane relocating consolidation of Unitary Products division in Tyler +200 jobs

Board votes to support 4-year status for UTT and new Engineering School

Chamber /TEDC enter partnership agreement with Tom Mullins as Executive Director of both

Southland Distribution closes; Brookshires aquires

Tyler Courier-Times-Telegraph
SUNDAY, OCTOBER 31, 1993

Brookshire's Selects Tyler For Cold Storage Complex

1993

Brookshire chooses Tyler over Monroe, LA for new cold storage, distribution facility

TEDC awarded Lone Star City designation

Chamber and TEDC began promoting Outer Loop (49)

A.W. Riter, Jr. named outstanding Volunteer Industrial Developer by Texas Industrial Development Council

'92

'91

'93

1994

Tyler Industrial Foundation dissolves and TEDC Board accepts gift of TIF assets

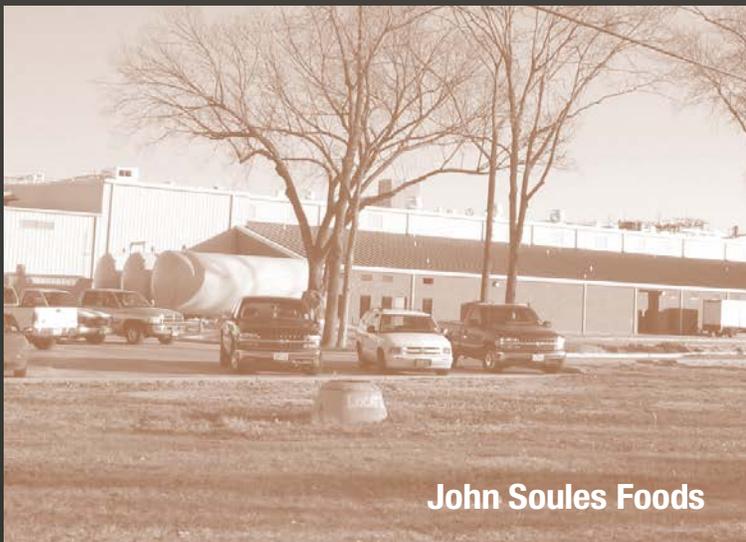
Vision 2000 Plus begins Community Strategic Plans

John Soules Foods to build new 60,000 sf facility on FM 14; 85 employees, now 492

Jeff & Diane Vey purchase Motor Trike; 2 employees; now 63

Target reps visit Tyler for first time seeking site for Distribution Center

'94



John Soules Foods



1998

TEDC moves into Blackstone Building
Bennett Drive extended south from Robertson Road to future Earl Campbell Parkway.



1999

Classic Cable (Now Suddenlink) chooses Tyler for expansion; 200 new jobs

TEDC receives national certification designation (AEDO); 1 of 17 in U.S.; first in Texas

'98

'99

'97

1997

Tyler and Lindale are recognized statewide and awarded TxEDC Community Economic Development Award (CEDA)

1995

TEDC makes first sale in Industrial Park to FedEx
TEDC introduces web site
Target chooses Tyler/Lindale for 1,000 employee distribution center
City of Tyler passes 4B sales tax for infrastructure

'95



**Target Distribution Center
Tyler /Lindale, Texas**

2002
TEDC wins Texas CEDA award for second time
TJC Skills Training Center opens
1st SCRLF loan to Mentoring Minds

'02

2003
Distant Land Coffee constructs 66,000 sf production facility
Loop 49 construction begins

'03



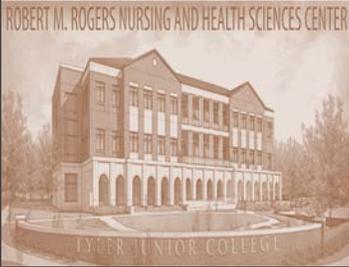
2006
UTT and UTHNE create TxAIRE (Texas Asthma, Allergy and Indoor Environment, and Energy Research Institute)

'06

2008
Luminant opens academy at TJC Skills Training Center
Sealtite constructs new 58,000 sf manufacturing facility
TEDC acquires property for future Tech Park

'08





2012

Centene chooses Tyler and purchases land in Tech Park; 327 new jobs

2013

Technology education explodes:

1. TISD Career and Technical Education High School
2. TJC Nursing & Health Sciences Center
3. TJC Energy Center
4. UTT Pharmacy School



2010

Tyler Angel Network created



2009

Tyler chosen for Armed Forces Reserve Training Center
Tyler chosen for Texas State Veterans Nursing Facility



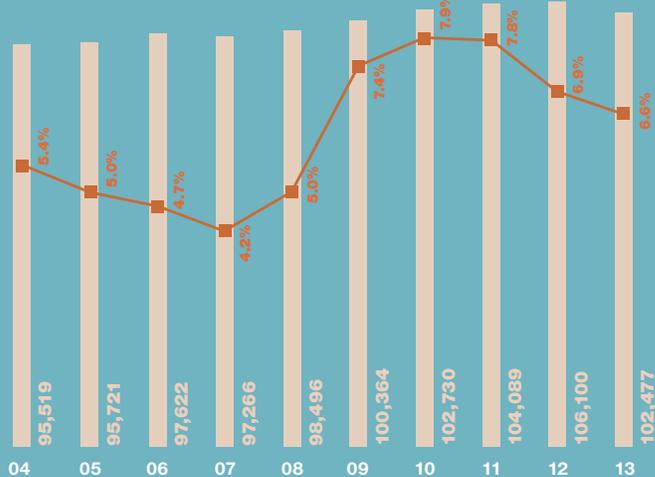
POPULATION



■ Smith County Population ■ Tyler Population

Source: U.S. Census Bureau

LABORFORCE

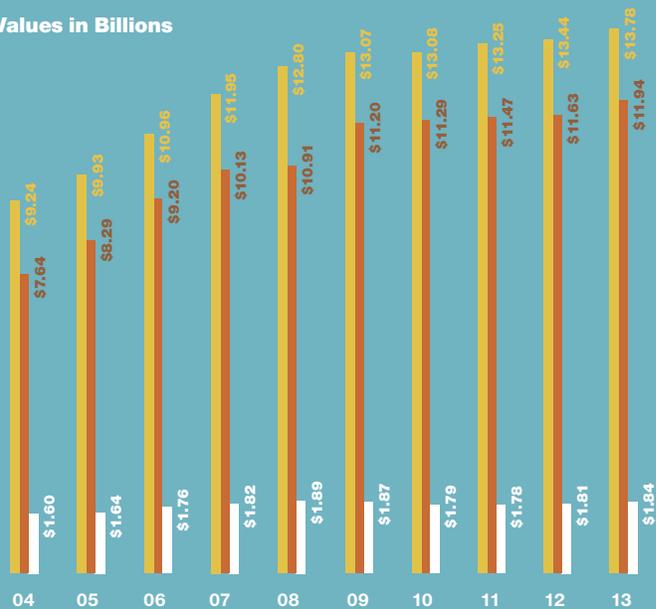


■ Smith County/Tyler MSA Total Workforce ■ Smith County/Tyler MSA Unemployment Rate

Source: Texas Workforce Commission

SMITH COUNTY PROPERTY VALUATIONS

Values in Billions



■ Total Property ■ Real Property ■ Personal Property

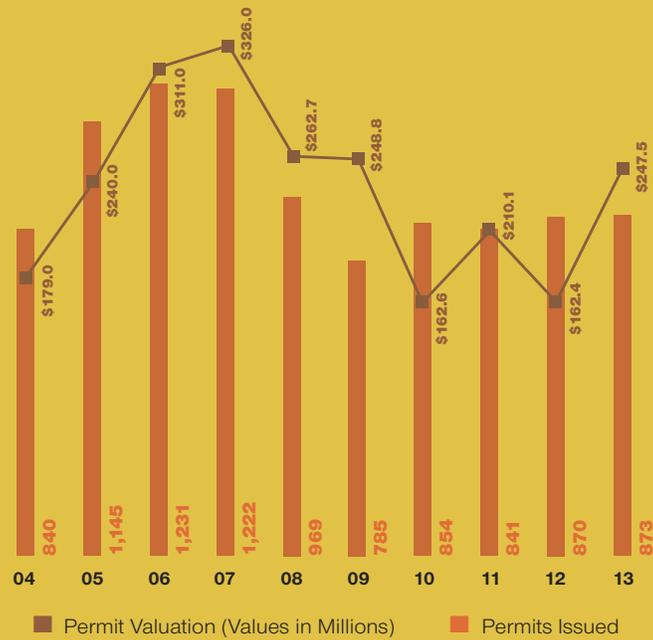
Source: Smith County Appraisal District

SMITH COUNTY HOME SALES



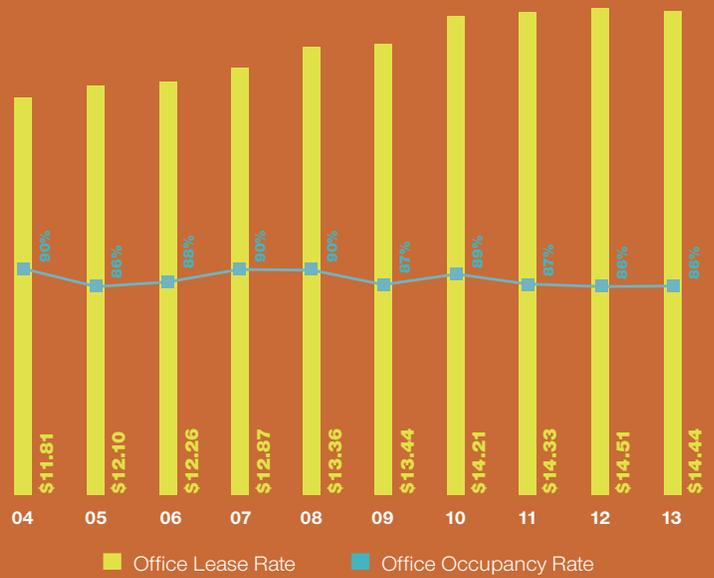
Source: Greater Tyler Association of Realtors

BUILDING PERMITS



Source: City of Tyler

OFFICE MARKET TRENDS



Source: Burns Commercial Properties

PROPERTY TAX RATES



Source: Smith County Appraisal District

SALES TAX ALLOCATIONS

Values in Millions



Source: Texas Comptroller



These numbers show the status of projects as of December 31, 2013. A number of projects are tracked by TEDC over several years as a result of incentive contracts.

OFFICIAL ISSUE

New \$ Plant / Equipment\$522,500

R&B METAL STRUCTURES

New Jobs in 20133
 New \$ Plant / Equipment.....\$50,000

RE-CAL SERVICES

New Jobs in 2013.....20
 New \$ Plant / Equipment.....\$1,850,000
 New SF Leased in 2013155,000

TAZZA PRONTO

New Jobs in 2013.....137
 New \$ Plant / Equipment.....\$8,940,923
 New SF Leased in 201359,000

VME PROCESSING

New Jobs in 20137
 New \$ Plant / Equipment\$2,837,554



RETENTION & EXPANSION 2013

Projects1
 New Jobs7
 New Investment\$2,837,554

1989 - 2013

Projects72
 New Jobs4,492
 Retained Jobs11,424
 New Investment\$494,676,420

NEW & SMALL BUSINESS DEVELOPMENT 2013

Projects2
 New Jobs137
 New Investment.....\$9,463,423

1989 - 2013

Projects40
 New Jobs.....1001
 New Investment\$42,715,017

RELOCATIONS 2013

Projects2
 New Jobs23
 New Investment.....\$1,900,000

1989 - 2013

Projects45
 New Jobs3,199
 New Investment\$209,801,832

TOTAL JOBS & INVESTMENT 2013

Projects5
 New Jobs167
 New Investment.....\$14,200,977

1989 - 2013

Projects157
 New Jobs8,692
 Retained Jobs11,556
 New Investment\$747,193,269



The Smith County Revolving Loan Fund (SCRLF) was established in 1992 with a \$500,000 grant from the Federal Economic Development Administration to provide financial assistance to Smith County manufacturers who create primary jobs. Since its inception, the TEDC has managed this fund and has generated the following results:

- Loan Activity 1992 - 2013
- 29 Loans to 25 Companies
 - \$3.02 Million Loaned
 - 539 New Jobs Created

In 2013, the TEDC had 1 new and 3 continuing loan projects.



Tax abatements have been an effective tool for companies interested in retaining or creating new primary jobs and investing in Smith County. The TEDC has been using this economic tool since 1990 with the following results:

Tax Abatement Activity 1990 - 2013

- 42 Projects with 31 Companies
- \$482 Million in New Plant and Equipment
- 4,291 New Primary Jobs Created
- 5,997 Primary Jobs Retained
- 3.5 Million SF of New Building Construction

In 2013, TEDC had 3 new and 3 continuing projects.

TEDC was established in 1989 to diversify the Tyler economy and create new job opportunities. In that time we have worked with 157 projects that have created 8,692 new jobs, retained 11,556 jobs and invested over \$747 million into Tyler/Smith County.

BOARD OF DIRECTORS

Danny Adams
Joel Baker
Barbara Bass
Mitch Bernhard
Rea Boudreaux
Camille Brown
Todd Buchanan
Taylor Burns
Kirk Calhoun
Chad Cargile
June Cheatham
Shannon Dacus
Bob Dyer
Tom Ellis
Dwight Fennell
Barham Fulmer
Bob Garrett
Lee Gibson
Mike Henderson
Charles Hill
Rosemary Jones
Louis LaBella
Ernie LaFlure
Rodney Mabry
Mark McDaniel
Mike Metke
Tom Mullins
Skip Ogle
Rick Rayford
Greg Simmons
Steve Taylor
Ed Thompson
Mark Tyler
Lonny Uzzell

EX-OFFICIO

Henry Bell
Herbert C. Buie
Bobby Curtis
JoAnn Hampton
Felicity Reedy
Randy Roberts

FOUNDING CHAIRMAN

A.W. Riter, Jr.
1924-2003

CHAIRMAN 1993-1994

James C. Wynne, Jr.
1930-2013

STAFF

TOM MULLINS *

President/CEO
(TEDC/TACC)

PHYLLIS SCHNEIDER

Vice President, Finance

KARLA ANDERS

Bookkeeper/
SCRLF Manager

DREW CAMPS *

Director, Information
Technology
(TEDC, TACC, CVB)

EXECUTIVE COMMITTEE

TOM ELLIS

Chairman of the Board
Executive Vice President
John Soules Foods, Inc.

LONNY UZZELL

Vice Chairman
Executive Vice President
Southside Bank

SHANNON DACUS

Secretary Treasurer
Attorney, The Dacus Firm, P.C.

TOM MULLINS

President / CEO
Tyler Economic Development Council

REA BOUDREAUX

Immediate Past Chair
President
The C.T. Brannon Corporation

JOEL BAKER

Smith County Representative
County Judge, Smith County

TAYLOR BURNS

Real Estate Committee Chair
President
Burns Commercial Properties, LLC

CHAD CARGILE

Finance Committee Chair
President-East Texas, Regions Bank

BARHAM FULMER

Resource Committee Chair
Senior Vice President, Southside Bank

BOB GARRETT

At Large
President, Fair Oil and Fair Management

CHARLES HILL

At Large
East Regional Manager,
Customer Operations
Oncor Electric Delivery

ROSEMARY JONES

Ex-officio
Chamber of Commerce Chairman
Attorney, Ramey & Flock, P.C.

MARK MCDANIEL

City of Tyler Representative
City Manager, City of Tyler

MIKE METKE

At Large
President, Tyler Junior College

NIKKI HODGES *

Finance Assistant
(TEDC/TACC)

STEPHANYE PETREE *

Administrative Assistant
(TEDC/TACC)

ALEX WARREN

Economic Development
Specialist

* Shared Employee

INVESTORS

PLATINUM INVESTORS \$50,000 & ABOVE

City of Tyler
Industrial Foundation
Smith County

GOLD INVESTORS \$25,000 - \$49,999

Brookshire Grocery Company

SILVER INVESTORS \$5,000 - \$24,999

Centene Corporation
East Texas Medical Center
The R.W. Fair Foundation
The Genecov Group
Mentoring Minds
Oncor Electric Delivery
Potter Minton
Southside Bank
Suddenlink
The Trane Company
Trinity Mother Frances Hospitals
& Clinics
Tyler Pipe Company

BRONZE INVESTORS \$2,500 - \$4,999

Adams Consulting Engineers, Inc.
ALLMARK, Inc.
Apex Geoscience, Inc.
AT&T
Atkins North America
Austin Bank
BancorpSouth
BankTexas
Beaird Resources, Inc.
Boone & Boone Construction
Bosworth & Associates
The C. T. Brannon Corporation
Burns Commercial Properties, LLC
Capital One Bank
Carrier Corporation
CenterPoint Energy
Central Title/Smith County
CiCi's Pizza
Citizens 1st Bank
Citizens National Bank
City of Whitehouse
Classic Tyler Motors
Delek Refining, Ltd.
Drake Real Estate & Investors
East Texas Municipal Utility District
EOG Resources
Eubanks Harris Roberts Craig
Architects, Inc.
Federal Title
Garrett & Assoc. General Contractors
Greater Texas Capital Corporation
Greater Tyler Assoc. of Realtors
Heritage Land Bank
HGR General Contractors
Homeland Title Company
Hood Packaging, Inc.
Johnson & Pace
L & L Asphalt
Landbridge Commercial Properties
Landmark Title
Lay Construction, LLC
Lindale Economic Development Corp.
Linebarger, Goggan, Blair & Sampson

MidSouth Bank
Oak Hill Montessori School
Overhead Door Co. of Tyler
Progressive Waste Solutions
Ramey & Flock
Regions Bank
Republic Services
Reynolds & Kay, Inc.
Reynolds, Smith and Hills, Inc.
Riter Management Co., L.C.
RLM General Contractors
Roosth Production Co.
RPR Construction Co.
Schaumburg & Polk
Sealtite Building Fasteners, Inc.
Sellers - Patterson Insurance
John Soules Foods, Inc.
Target Distribution Center
Texas Bank and Trust
Texas Spine & Joint Hospital
Threlkeld & Company Insurance
Traff Asset Management
Transit Mix Concrete & Materials
Gary R. Traylor & Associates
TSW Alliance LLC
Tyler Area Builders Association
Tyler Beverages, Inc.
Tyler Building Systems Co.
Tyler Junior College
Tyler Packing Company, Inc.
UT Health Northeast
Vesuvius USA
Wilson Law Firm
WRL General Contractors

CONTRIBUTORS UP TO \$2,499

Abegg Willis & Associates
Bailes & Co., P.C.
Bank of Tyler
Barrett & Thomas
Allen Bell Property Services
Browne McGregor Architects
Bullard Economic Development
Corporation
Chesapeake Energy Company
Citizens State Bank
Contractor's Supplies, Inc.
The Dacus Firm
Estes McClure & Associates, Inc.
ETTL Engineers & Consultants
Express Employment Professionals
Vernon E. Faulconer, Inc.
Henry & Peters, P.C.
Lindale State Bank
Motor Trike
Robert Patterson
Prothro, Wilhelmi & Company
R & R Lawns
A. E. Shull & Company
Troup Community Development Corp.
Tyler Coca-Cola Bottling Co.
The University of Texas at Tyler
Wynne Interests

IN-KIND

Gollob, Morgan, Peddy, & Co.
Henry & Peters, P.C.
KETK-NBC 56
KLTV-Channel 7
Texas College

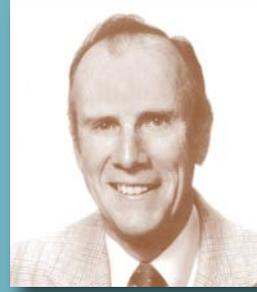
TEDC PAST CHAIRMEN



A.W. Riter, Jr.
1988-1992



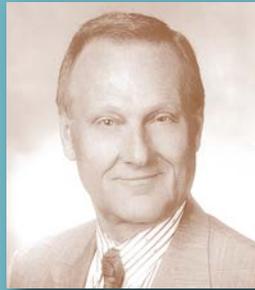
Taylor Burns
1992-1993



James C. Wynne, Jr.
1993-1994



Randall L. Roberts
1994-1995



Bill Martin
1995-1996



Anita Meyer
1996-1997



Barbara Bass
1997-1999



Herbert Buie
1999-2000



Bobby Curtis
2000-2002



Joe Hebb
2002-2004



Mike Thomas
2004-2006



Barham Fulmer
2006-2008



Felicity Reedy
2008-2009



Rea Boudreaux
2009-2011



Tom Ellis
2011-2013



TYLER ECONOMIC DEVELOPMENT COUNCIL, INC.

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www.tedc.org

