

# 2022

## ANNUAL REPORT

TYLER  
ECONOMIC  
DEVELOPMENT  
COUNCIL



ACCREDITED  
ECONOMIC  
DEVELOPMENT  
ORGANIZATION  
International Economic Development Council

# CHAIRMAN'S LETTER

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Dear Tyler Economic Development Council Investors, community partners, and friends,

On behalf of the Board of Directors of the TEDC, I am pleased to present you with the FY 2022 Annual Report.

As we wrap up another year and look forward to the coming months, I see great opportunity. That opportunity will demand creativity, foresight, and mission clarity if we hope to bring significant manufacturing growth and jobs to Smith County. We have outstanding leadership at the staff, local government, and community leadership sectors to successfully move us forward in our mission. As a fellow investor, I continue to be excited for what lies ahead and am grateful to be a part of this unified force that works diligently to generate opportunities for this great land we call Smith County, Texas.



Ray C. McKinney, CPA  
TEDC Board Chairman



Ray McKinney, Scott Martinez, Charles Hill



# TEDC MISSION

The Tyler Economic Development Council (TEDC) is a non-profit organization that promotes the creation and retention of primary jobs for Tyler and the diversification of the economic base to expand employment opportunities in the region.

# TEDC STRATEGY

Since its inception in 1989, TEDC has consistently and aggressively promoted business growth through a highly effective strategy. Starting in 2023, TEDC will implement the Pure Tyler Strategic Plan to focus on these 5 target sectors:

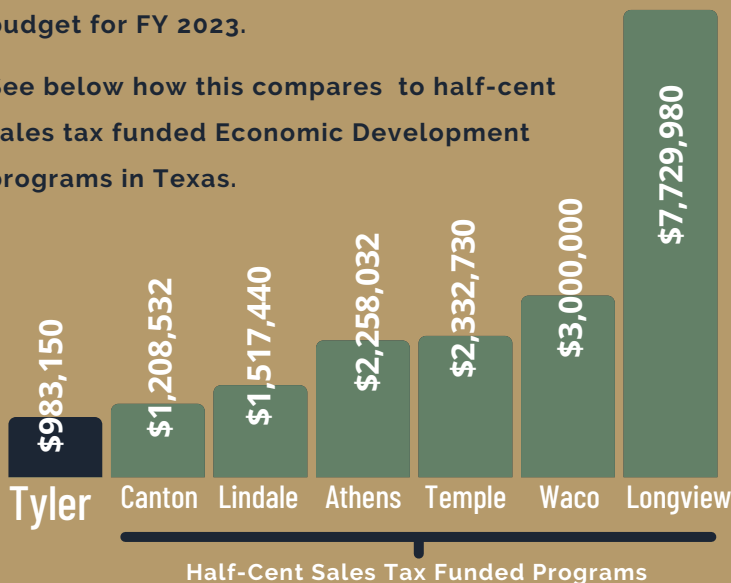
- Advanced Manufacturing
- Corporate Services
- Information Technology
- Commercial Real Estate Developers & Brokers
- Regional Headquarters

The development of the Pure Tyler plan included insights on all parts of Tyler to develop a diverse long-term strategy to fulfill our mission to the best of our abilities.

# TEDC FUNDING

TEDC receives approximately \$700,000 from 126 public and private industry investors to fund our annual operations with a total of \$983,150 operating budget for FY 2023.

See below how this compares to half-cent sales tax funded Economic Development programs in Texas.



# TEDC History

## 1980s

Oil and Gas Collapse, Banking Crisis, Perryman & Fantus Studies recommend a response

## 1988

The Tyler Economic Development Council (TEDC) is formed

## 1989

TEDC Director is hired after national search

## 1990

Taxing entities adopt Freeport

Aratex – tax abatement policies adopted throughout Smith County

## 1992

TEDC Board votes to support 4-year status for UT Tyler

TEDC and the Tyler Area Chamber of Commerce (TACC) support development of an outer loop, now Toll 49

## 1993

TEDC awarded Lone Star City designation

TEDC helped secured a 5.5 year tax abatement for Brookshire's Freezer & Refrigeration project, a \$9.1 million investment

## 1994

John Soules Foods to build new 60,000 SF facility on FM 14; 85 employees, now 1,000

Tyler Industrial Foundation dissolved, TEDC board accepts gift of assets; Tyler Industrial Park

## 1995

Target chooses Tyler/Lindale for 1st distribution center in Texas; 1,000 jobs, \$95 million investment. TEDC structures 1st pay-as-you-go TIF in Texas for Target

## 1997

Tyler & Lindale are awarded the Texas EDC Community Economic Development Award (CEDA) for the Target Distribution Center project

## 1999

Classic Cable (Suddenlink/Altice USA) chooses Tyler for expansion; 200 jobs, now 1,500

Brookshire's Expanded their Tyler Distribution Center, a \$27 million investment creating 50 new jobs. TEDC negotiated a 7 year, 100% tax abatement incentive for the project

TEDC is the first International EDC Accredited Economic Development Organization (AEDO) in Texas

TEDC and TACC assist Brookshire's and the East Texas MUD in securing a \$750k grant from the Texas Dept. of Agriculture for construction of a wastewater treatment facility at the Brookshire's facility on Hwy 271

## 2002

Tyler wins Texas EDC CEDA award for the second time for 8 local expansion projects

## 2003

Loop 49 construction begins

## 2008

TEDC acquires property for the Tyler Business & Technology Park, south of Earl Campbell Parkway

## 2009

TEDC assists Brookshire's with their nomination to the State's Enterprise Zone Program, worth up to \$1.25 million in sales & use tax refunds for their \$5 million investment in Tyler facilities.

## 2012

Centene chooses Tyler and purchases land in the Tech Park; 349 new jobs

TEDC & TACC led the effort to allow alcohol sales in Tyler

## 2013

TISD Career & Technology Center High School opens on Earl Campbell Parkway

## 2014

TxDOT awarded TEDC the Texas Road Hand Award for efforts involving Loop 49

## 2015

German based company, Fresenius Medical Care, chooses Tyler over Phoenix, AZ for new admin support center on Earl Campbell Parkway; 400 new jobs

## 2016

GG Distributing and Jasper Ventures choose Smith County to establish new facilities; 480 new jobs created.

## 2017

Sanderson Farms chooses sites in Smith and Wood Counties for their \$225 million project; 1,700 jobs; \$1.54 billion impact on local economy over the first 10 years of operation

EMA chooses Downtown Tyler, over Austin & Houston, for its new headquarter office

Ingersoll-Rand/Trane chooses Tyler for flagship office headquarters, one of two in the US

## 2018

Hiland Dairy chooses Tyler milk plant for a \$45 million expansion/renovation; 80 new jobs

Wyoming Machinery – CAT chooses Tyler for new Dragline Services Specialties division, one of two in the US; 88 new jobs, \$17 million investment

Tyler, Lindale, and Mineola win the Texas EDC CEDA award for the Sanderson Farms Project

Tyler, Lindale, and Mineola win the International EDC Silver award for regionalism and cross border collaboration on the Sanderson Farms Project

## 2019

Homeland Title chooses Tyler, over Houston, for a \$5 million headquarter office project that will create 24 new jobs and retain 20 employees.

Wastequip chooses Tyler to establish a new \$6 million manufacturing facility; 133 new jobs

The University of Texas Board of Regents makes an unprecedented \$95 million investment in two Tyler Institutions. \$35 million for an Advanced Nursing & Health Sciences Complex at UT Tyler. \$60 million for a Graduate Medical Education & Resident Teaching Facility at UT Health in Tyler.

## 2020

In February, UT Board Chair Kevin Eltife announces plans for a medical school in Tyler.

ETMC Foundation announces an \$80 million donation to help establish the Tyler medical school.

The UT Board of Regents voted to approve establishing a medical school in Tyler.

Tom Mullins retires

TEDC Board of Directors hires Scott Martinez as the new President and CEO for TEDC

## 2021

In Q3 of 2021, Tyler Pipe began construction on a \$36 million expansion for its Smith County facility

Trane announces a \$76.7 million project to construct a new building and new assembly lines at the Tyler facility

## 2022

Hood Packaging announces a \$17.5 million expansion for their Tyler facilities.

Industrial Wood Technology announces a \$7 million expansion that will create 40 new jobs.

New strategic planning process is launched for Tyler/Smith County

TEDC earns AEDO reaccreditation. TEDC was the second organization to ever earn AEDO accreditation and the first organization to do so in Texas.



# TYLER MSA SNAPSHOT



**237,186**  
2021 Population



**\$59,450**  
Median Household  
Income



**13.1%**  
Population Growth  
2010-2021



**\$279,999**  
Median Home  
Sales Price



**27%**  
Bachelor's Degree  
or Higher



**91,122**  
Households

## DEVELOPMENT STATISTICS



**\$401,343,737**

Total Private Sector Capital Investment  
(2021 Commercial & Residential)



**\$187,975,300**

Commercial  
Private Sector  
Investment



**539**

Commercial  
Permits  
Issued



**\$213,368,437**

Residential  
Private  
Investment



**712**

Single Family  
Housing Permits  
Issued



# Tyler Economic Development Council

## ONGOING TEDC PROJECT COMPLIANCE

**Delek**  
New Jobs in 2021.....82  
New \$ Plant/Equipment...\$34,000,000

**Dragline Service Specialties**  
New Jobs in 2021.....30  
New \$ Plant/Equipment.....\$202,894

**Estes McClure**  
New Jobs in 2021.....3  
New \$ Plant/Equipment.....\$112,074

**Fresenius**  
New Jobs in 2021.....101

**GG Distributing**  
New Jobs in 2021.....10  
New \$ Plant/Equipment.....\$300,000

**Granite Division**  
New Jobs in 2021.....8  
New \$ Plant/Equipment.....\$275,000

**Hiland Dairy**  
New \$ Plant/Equipment.....\$3,493,568

**Homeland Title**  
New Jobs in 2021.....5  
New \$ Plant/Equipment....\$1,750,000

**Hood Packaging**  
New Jobs in 2021.....1  
New \$ Plant/Equipment....\$1,920,102

**Jasper Ventures**  
New Jobs in 2021.....5  
New \$ Plant/Equipment.....\$56,501

**John Soules Foods**  
New Jobs in 2021.....108  
New \$ Plant/Equipment.....\$3,004,635

**Sanderson Farms\***  
New \$ Plant/Equipment.....\$5,825,000

**Texas Academy of Beauty**  
New Jobs in 2021.....3  
New \$ Plant/Equipment.....\$200,000

**Trane Technologies**  
New Jobs in 2021.....550  
New \$ Plant/Equipment.....\$1,865,000

**Tyler Pipe**  
New \$ Plant/Equipment.....\$24,576,132

**Wastequip**  
New Jobs in 2021.....16  
New \$ Plant/Equipment.....\$300,360

**Total New Jobs.....933**  
**Total Retained Jobs.....50**  
**Total Investment.....\$77,881,269**

\*Processing Plant and Hatchery

## 2021 TOTALS

**RETENTION & EXPANSION 2021**  
New Jobs.....861  
Retained Jobs.....50  
New Investment.....\$70,996,514

**RELOCATIONS 2021**  
New Jobs.....31  
New Investment.....\$6,481,861

**NEW & SMALL BUSINESS 2021**  
New Jobs.....41  
New Investment.....\$402,894

**TAX ABATEMENT ACTIVITY**  
In FY 2022, TEDC had 15 continuing tax abatement projects.

- 62 Projects with 49 Companies
- \$902 Million in New Plant / Equipment
- 12,659 New Primary Jobs Created
- 12,341 Primary Jobs Retained
- 3.95 Million SF of New Construction

**LOAN ACTIVITY**  
In FY 2022, TEDC had 6 continuing loan projects.

- Loan Activity 1992-2021**
- 38 Loans to 32 Companies
  - \$4,051,765 Loaned
  - 590 New Jobs Created

TEDC hosted 5 Site Visits  
TEDC Submitted 33 Prospect Proposals

**Tyler Economy Predicted to Grow 3.7%, vs. 3.4% for US**  
(The Perryman Group)

*Note: A number of projects are tracked by TEDC over several years as a result of incentive contracts.*

*Note: These numbers show the status of projects as of December 31, 2021.*

## HISTORICAL TOTALS

**HISTORICAL TOTALS**  
**RETENTION & EXPANSION 1989-2021**  
Projects.....88  
New Jobs.....6,609  
Retained Jobs.....15,829  
New Investment.....\$864,880,533

**RELOCATIONS 1989-2021**  
Projects.....53  
New Jobs.....5,878  
New Investment.....\$462,859,697

**NEW & SMALL BUSINESS DEVELOPMENT 1989-2021**  
Projects.....44  
New Jobs.....1,142  
New Investment.....\$64,134,223

**TOTAL JOBS & INVESTMENT 1989-2021**  
Projects.....185  
New Jobs.....13,629  
Retained Jobs.....15,829  
New Investment.....\$1,391,874,453



Targeting Primary Employers to Diversify the Tyler / Smith County Economy and Create New Job Opportunities.

## BOARD OF DIRECTORS

**Kimberly Ashley**  
UT Health Science Center

**Barry Beaman**  
Hiland Dairy

**Garnett Brookshire**  
East Texas Pinnacle Properties

**Edward Broussard**  
City of Tyler

**Lee Browning**  
ServPro of Tyler

**Todd Buchanan**  
Greater Texas Capital Corp.

**Taylor Burns**  
Burns Commercial Properties

**Kirk Calhoun**  
University of Texas at Tyler

**June Cheatham**  
Eye Care Associates of ETX

**Brad Curtis**  
Tyler Building Systems

**Dwight Fennell**  
Texas College

**Lee Gibson**  
Southside Bank

**Charles Gordon**  
Baylor Scott & White TSJH

**Wesley Hamm**  
Hood Packaging

**Melynda Hensley**  
WRL General Contractors

**Charles Hill**  
Oncor Electric Delivery

**Rosemary Jones**  
Brookshire Grocery Company

**Keith Lewis**  
John Soules Foods

**John Martinez**  
PARK 4 Investments

**Scott Martinez**  
Tyler Economic Development

**Ray McKinney**  
Genecov Group

**Juan Mejia**  
Tyler Junior College

**Nathaniel Moran**  
Smith County

**James Murphy**  
Republic Services

**Tara Odell**  
Regions Bank

**Jason Proctor**  
Christus TMF Hospital

**Robert Rivers**  
Trane Technologies

**Jason Sobel**  
Prosperity Bank

**Chuck Smith**  
Delek

**Pat Stacey**  
KLTV 7

**Ed Thompson**  
North Chase Development

**Don Warren**  
City of Tyler

**Mark Whatley**  
Burns Commercial Properties

**Brandy Ziegler**  
Fitzpatrick Architects

**FOUNDING CHAIRMAN**  
A.W. Riter, Jr. 1989-1992

## EXECUTIVE COMMITTEE

**RAY MCKINNEY**  
Chairman  
President/CEO  
The Genecov Group

**ROY MARTINEZ**  
Vice Chair  
President  
PARK 4 Investments

**ROSEMARY JONES**  
Secretary/Treasurer  
EVP-Chief People Officer/Legal  
Brookshire Grocery Company

**CHARLES HILL**  
Immediate Past Chair  
East Region Customer Ops Manager  
Oncor Electric Delivery

**SCOTT MARTINEZ**  
President /CEO  
Tyler Economic Development

**FELECIA HERNDON**  
Chief Operating Officer  
Tyler Economic Development

**NATHANIEL MORAN**  
Smith County Representative  
County Judge  
Smith County

**TAYLOR BURNS**  
Real Estate Committee Chair  
President  
Burns Commercial Properties

**LEE GIBSON**  
Finance Committee Chair  
CEO & President  
Southside Bank

**JOHN HART**  
Resource Committee Chair  
Principal Owner  
SourceFunding, LLC

**EDWARD BROUSSARD**  
City of Tyler Representative  
City Manager  
City of Tyler

**KEITH LEWIS**  
At-Large  
EVP & CFO  
John Soules Foods

**KIRK CALHOUN**  
At-Large  
President  
The University of Texas at Tyler

**JASON PROCTOR**  
At-Large  
President  
Christus Trinity Mother Frances

**LEE BROWNING**  
Tyler Area Chamber of Commerce  
Board Chair  
ServPro of Tyler

## EX-OFFICIO

Barbara Bass  
Henry Bell  
Rea Boudreaux  
Herbert C. Buie  
Bobby Curtis  
Shannon Dacus  
Tom Ellis  
Barham Fulmer  
Phyllis Kirkwood  
Randy Roberts  
Felicity Reedy  
Mike Thomas  
Lonny Uzzell

## INVESTORS

### PLATINUM INVESTORS \$50,000 & ABOVE

City of Tyler  
Smith County  
Tyler Industrial Foundation

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

Baylor Scott & White Texas  
Spine & Joint Hospital  
Brookshire Grocery Company  
Christus Trinity Mother Frances  
Hospital  
Greater Texas Capital Corporation  
The R.W. Fair Foundation  
UT Health East Texas

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

Austin Bank  
Genecov Group  
John Soules Foods  
McGough Construction  
Oncor Electric Delivery  
Potter Minton Law Firm  
Sanderson Farms  
Southside Bank  
Trane Technologies  
Tyler Pipe Company  
WRL General Contractors

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

A.W. Riter, Jr. Family Foundation  
Aqueous Engineering  
Assured Title  
Bailes & Co., P.C  
Baker & Company Construction  
Ben Fitzgerald Real Estate  
Services  
Boone & Boone Construction  
Bosworth & Associates  
Brannon Corporation  
Burns Commercial Properties  
Cadence Bank  
Cavender's  
CenterPoint Energy  
Citizens 1st Bank  
City of Whitehouse  
Classic Tyler Motors  
Delek Refining, Ltd.  
Drake Real Estate & Investments  
Eagle Fuel & Oil  
East Texas Municipal Utility Dist.  
East Texas Pinnacle Properties  
East Texas Title Company  
ETTL Engineers & Consultants  
Express Employment  
Professionals  
Fitzpatrick Architects  
Fresenius Medical Care  
Gollob, Morgan, Peddy  
Greater Tyler Association of  
Realtors  
Half Associates, Inc.  
Harris Craig Architects  
HGR General Contractors  
Higginbotham Insurance  
Hiland Dairy  
Holiday Inn Tyler Conference  
Center  
Homeland Title  
Hood Packaging, Inc.  
Jacobe Brothers Construction  
KSA Engineers  
L&L Asphalt  
Landmark Title

Langan Engineering  
Lindale Economic Development  
Linebarger, Goggan, Blair &  
Sampson, LLP  
Lomoco, Inc.  
MHS Planning & Design  
NORF Companies  
Origin Bank  
Overhead Door Co. of Tyler  
PARK 4 Investments  
Priority Power Management  
Prosperity Bank  
Prothro, Wilhelmi & Company  
Regions Bank  
Remedy Intelligent Staffing  
Republic Services  
Reynolds & Kay, Inc.  
Riley Harris Construction  
RLM General Contractors  
Roosth Production Co.  
Scarborough Commercial Real Estate  
Schaumburg & Polk  
Sherrill Construction Company  
Simmons Bank  
SourceFunding  
ST Fasteners  
Target Distribution Center  
Terracon Consultants  
Texas Bank and Trust  
Threlkeld & Company Insurance  
Traylor & Associates  
Tyler Area Builders Association  
Tyler Building Systems Co.  
Tyler Junior College  
Tyler Packing Company, Inc.  
The University of Texas at Tyler  
VeraBank  
Vexus Fiber  
Wastequip

## CONTRIBUTORS

A. E. Shull & Company  
Allen Bell Property Services  
Barrett & Thomas  
Braun Intertec Corporation  
Bullard Economic Development  
Corporation  
Conterra Networks  
Contractor's Supplies, Inc.  
Dacus Firm  
EMA Engineering & Consulting  
ETEX Communications  
Eye Care Associates of East  
Texas  
Garrett & Associates General  
Contractors  
Henry & Peters, P.C.  
Marilyn Abegg  
Office Pride of East Texas  
OGLE Construction  
Robert Patterson, Crest  
Properties  
SCI Construction, LTD  
Simmons Real Estate  
Texas National Bank  
Troup Community Development  
Tyler Beverages, Inc.  
Tyler's Super Quality Ice  
Visio Enterprises LLC  
VME  
Wilson Law Firm  
Wynne Interests





*a natural beauty*



TEXAS

Economic  
Development Council

**We thank you for  
your ongoing  
support of our  
economic  
development  
efforts.**

**Scott Martinez, CEcD**

President and Chief Executive Officer

**Felecia Herndon, DBA, CEcD**

Chief Operating Officer

**Victor Valle, MBA, CEcD**

Senior Vice President

**Karla Anders, EDFP**

Loan Program Manager

**Trey Cobb**

Economic Development Specialist

**Tyler Economic Development Council**

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Tyler, TX 75702

[www.tedc.org](http://www.tedc.org)