

TYLER ECONOMIC DEVELOPMENT COUNCIL

**30**  
YEAR

**ANNIVERSARY**  
**1989** **2019**

Sanderson Farms, Inc.

2018 ANNUAL REPORT

# History



## Tyler Metropolitan Statistical Area

### Population

1990: 151,309

2018: 230,248

### Workforce

1990: 75,737

2018: 107,544

### Unemployment

1990: 6.3%

2018: 3.6%

#### 1980s

Oil and Gas Collapse, Banking Crisis, Perryman & Fantus Studies looking for solutions

#### 1988

The Tyler Economic Development Council (TEDC) is formed

#### 1989

TEDC Director is hired after national search

#### 1990

Aratex – First tax abatement project

Taxing entities adopt Freeport

#### 1992

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

TEDC President, Tom Mullins, is elected to serve as Chairman for the North East Texas Economic Developers Roundtable

#### 1993

TEDC awarded Lone Star City designation

Assisted in the creation of 868 jobs to date

#### 1994

John Soules Foods to build new 60,000 SF facility on FM 14; 85 employees, now 742

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

#### 1997

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

Assisted in the creation of 4,182 jobs to date

#### 1999

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

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

Tax Increment Financing district created for the TJC West Campus Skills Training Center

The East Texas Economic Development District presents TEDC with the Regional Economic Development Award

#### 2002

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

#### 2003

Loop 49 construction begins

Assisted in the creation of 5,793 jobs to date

#### 2005

TEDC President, Tom Mullins, is elected to serve as Chairman for Texas EDC Board

#### 2008

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

Assisted in the creation of 7,360 jobs to date

#### 2012

St. Louis based company, Centene, chooses Tyler and purchases land in the Tech Park; 349 new jobs

#### 2013

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

Assisted in the creation of 8,553 jobs to date

#### 2014

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

#### 2015

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

TEDC President, Tom Mullins, recognized as the 2015 Tyler Junior Achievement Business Laureate

#### 2016

GG Distributing chooses Tyler/Smith County for new distribution center; 160 jobs, now 180

Jasper Ventures chooses Whitehouse/Troup/Smith County for new fabrication facility and headquarters office; 40 jobs, now 300

Sanderson Farms reps visit Tyler for first time seeking sites for a poultry processing complex

#### 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

Estes McClure & Associates chooses Downtown Tyler, over Austin & Houston, for new headquarters office

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

Hiland Dairy acquires Brookshire's manufacturing assets in Tyler

John Soules Foods completes new 30,000 SF corporate office headquarters

TEDC President, Tom Mullins, is elected to serve as Chairman for the North East Texas Economic Developers Roundtable

#### 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

TEDC received AEDO reaccreditation. TEDC is the second longest accredited organization in North America, 20 years running

TEDC received the Texas EDC Economic Excellence Recognition award for its efforts in 2018, past years awarded; 2017, 2016, 2015, 2013, 2011, 2009, 2008, 2007

Assisted in the creation of 10,829 jobs to date



## 2018 TEDC PROJECTS

### BOYD METALS

New Jobs in 2018.....8

### CENTENE

New Jobs in 2018.....38

### CREST PROCESS SYSTEMS

New Jobs in 2018.....2

New \$ Plant / Equipment .....\$625,227

### DELEK

New \$ Plant / Equipment.....\$25,000,000

### DRAGLINE SERVICE SPECIALTIES

New Jobs in 2018.....41

New \$ Plant / Equipment .....\$5,909,081

### ESTES MCCLURE & ASSOCIATES

New Jobs in 2018.....14

New \$ Plant / Equipment .....\$1,913,204

### FRESENIUS

New Jobs in 2018.....51

New \$ Plant / Equipment .....\$100,000

### FURNITURE FIXTURE & MILLWORK

New Jobs in 2018.....11

New \$ Plant / Equipment .....\$586,000

### GG DISTRIBUTING

New Jobs in 2018.....180

New \$ Plant / Equipment .....\$25,065,000

### HILAND DAIRY

New Jobs in 2018.....21

New \$ Plant / Equipment .....\$2,827,463

### HOOD PACKAGING

New Jobs in 2018.....3

New \$ Plant / Equipment .....\$1,582,005

### JASPER VENTURES

New \$ Plant / Equipment.....\$219,037

### JOHN SOULES FOODS

New Jobs in 2018.....120

New \$ Plant / Equipment .....\$20,103,699

### OFFICIAL ISSUE

New \$ Plant / Equipment .....\$50,000

### SANDERSON FARMS \*

New Jobs in 2018.....513

New \$ Plant / Equipment .....\$141,400,000

### TEXAS ACADEMY OF BEAUTY

New Jobs in 2018.....10

New \$ Plant / Equipment.....\$875,000

### TRANE

New Jobs in 2018.....75

New \$ Plant / Equipment .....\$16,475,000

### TYLER PIPE

New Jobs in 2018.....12

New \$ Plant / Equipment .....\$3,068,789

### VEHICLE REMAN

New Jobs in 2018.....3

New \$ Plant / Equipment.....\$6,000

### VME

New Jobs in 2018.....10

New \$ Plant / Equipment.....\$312,089

**TOTAL NEW JOBS** .....1,112

**TOTAL RETAINED JOBS** .....74

**TOTAL INVESTMENT** .....\$246,117,594

\*Processing Plant and Hatchery

Note: These numbers show the status of projects as of December 31, 2018.

## 2018 TOTALS

### RETENTION & EXPANSION 2018

New Projects .....1

New Jobs .....308

Retained Jobs.....74

New Investment .....\$72,007,476

### RELOCATIONS 2018

New Projects .....2

New Jobs .....750

New Investment .....\$167,270,037

### NEW & SMALL BUSINESS 2018

New Projects .....2

New Jobs .....54

New Investment.....\$6,840,081

### TAX ABATEMENT ACTIVITY

In 2018, TEDC had 13 continuing tax abatement projects.

Tax Abatement Activity 1990 - 2018

- 54 Projects with 43 Companies
- \$708.3 Million in New Plant / Equipment
- 5,888 New Primary Jobs Created
- 7,431 Primary Jobs Retained
- 3.86 Million SF of New Construction

### LOAN ACTIVITY

In 2018, TEDC had 3 continuing loan projects.

Loan Activity 1992 - 2018

- 33 Loans to 27 Companies
- \$3,581,765 Loaned
- 567 New Jobs Created

TEDC hosted 14 Site Visits

TEDC Submitted 18 Prospect Proposals

Tyler Economy Predicted to Grow

4.1%, vs. 3.8% for Texas and 2.6% for US  
(The Perryman Group)

Note:

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

## 2018 HISTORICAL TOTALS

### HISTORICAL TOTALS

#### RETENTION & EXPANSION 1989 - 2018

Projects.....84

New Jobs.....5,323

Retained Jobs .....14,991

New Investment ..... \$691,857,806

#### RELOCATIONS 1989 - 2018

Projects.....52

New Jobs.....4,420

New Investment .....\$408,668,161

### NEW & SMALL BUSINESS

#### DEVELOPMENT 1989 - 2018

Projects.....44

New Jobs.....1,086

New Investment.....\$53,701,380

#### TOTAL JOBS & INVESTMENT

##### 1989 - 2018

Projects.....180

New Jobs.....10,829

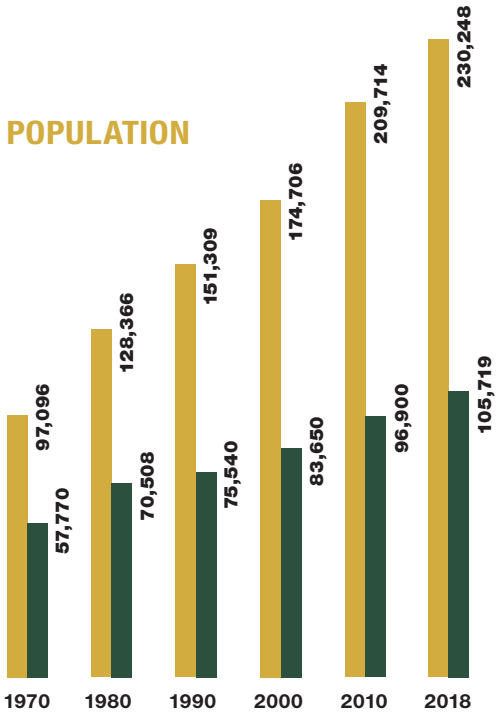
Retained Jobs.....74

New Investment .....\$1,154,227,347

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



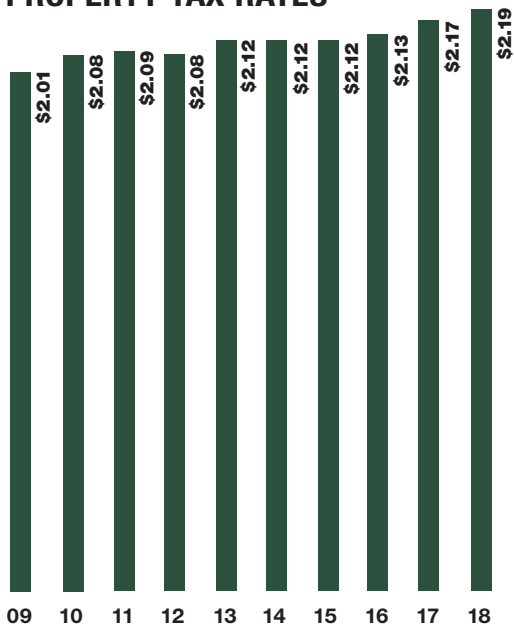
## POPULATION



Legend: Smith County (Yellow), Tyler (Green)  
Source: U.S. Census Bureau

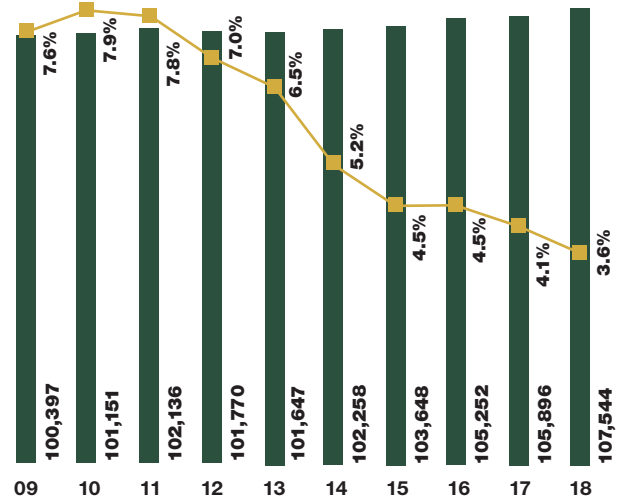
1989: 20 members  
2018: 122 members  
Minimum annual investment of \$2,500

## PROPERTY TAX RATES



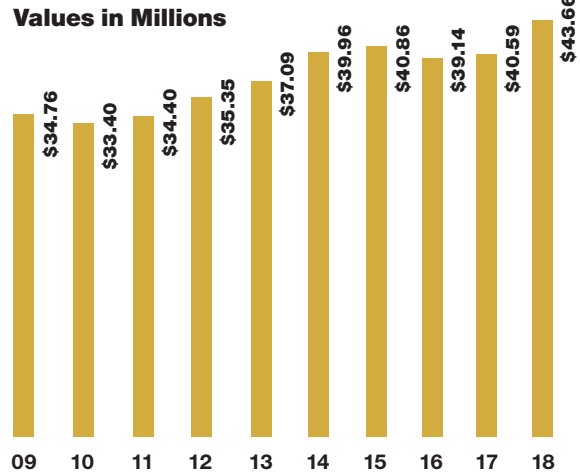
Legend: Property Tax Rates Per \$100 Valuation (within City of Tyler)  
Source: Smith County Appraisal District

## LABORFORCE AND UNEMPLOYMENT



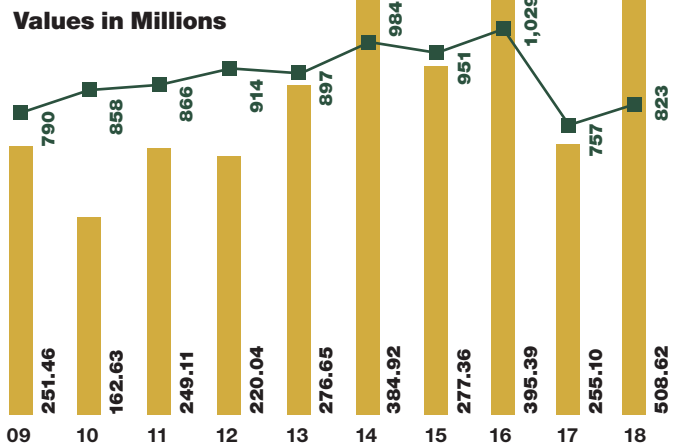
Legend: Smith County/Tyler MSA Labor Force (Green), Smith County/Tyler MSA Unemployment Rate (Yellow)  
Source: Texas Workforce Commission

## SALES TAX ALLOCATIONS



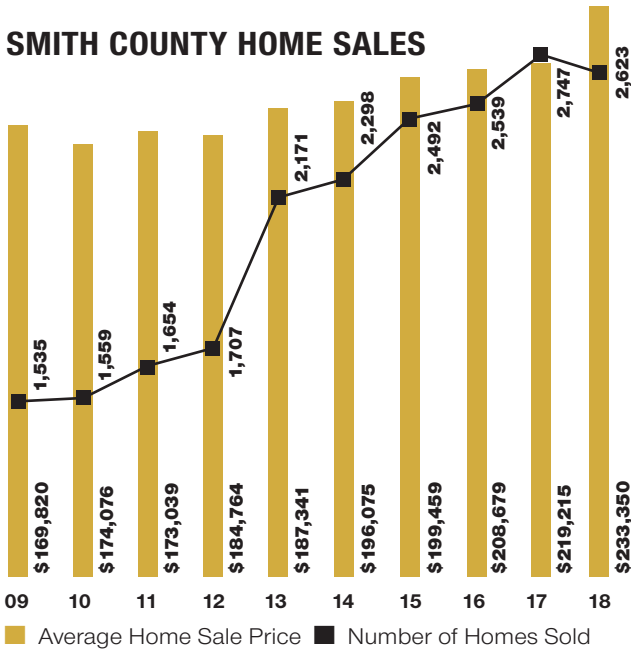
Legend: Sales Tax Allocations (City of Tyler) (Yellow)  
Source: Texas State Comptroller

## BUILDING PERMITS



Legend: Permit Valuation (Yellow), Number of Permits (Green)  
Source: City of Tyler  
Note: Includes Commercial, Residential, and Renovation Permits

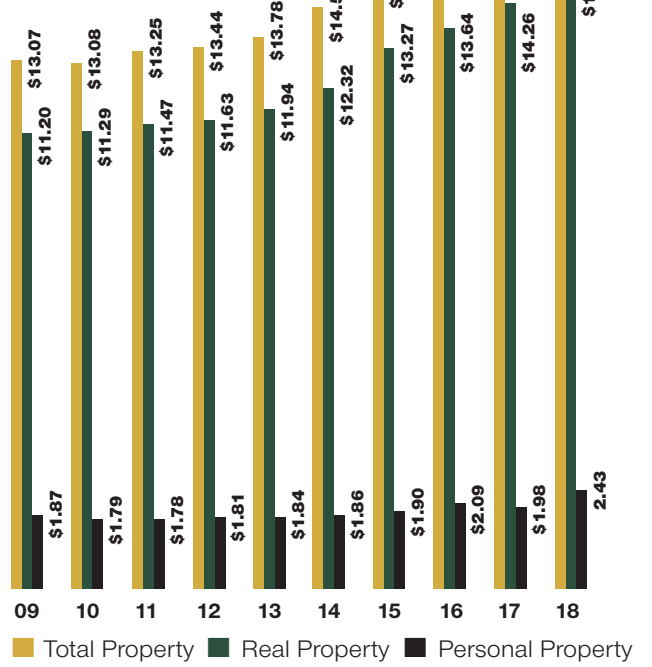
## SMITH COUNTY HOME SALES



Source: Greater Tyler Association of Realtors

## SMITH COUNTY PROPERTY VALUATIONS

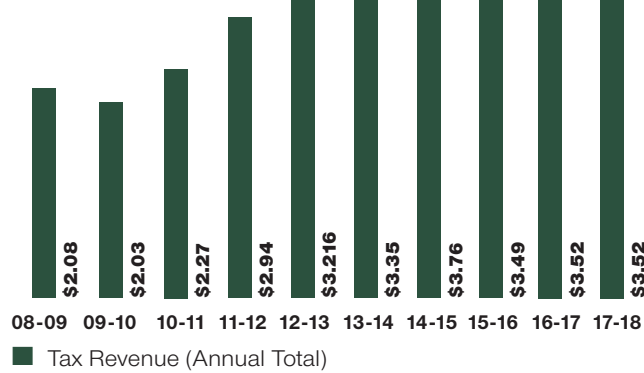
Values in Billions



Source: Smith County Appraisal District

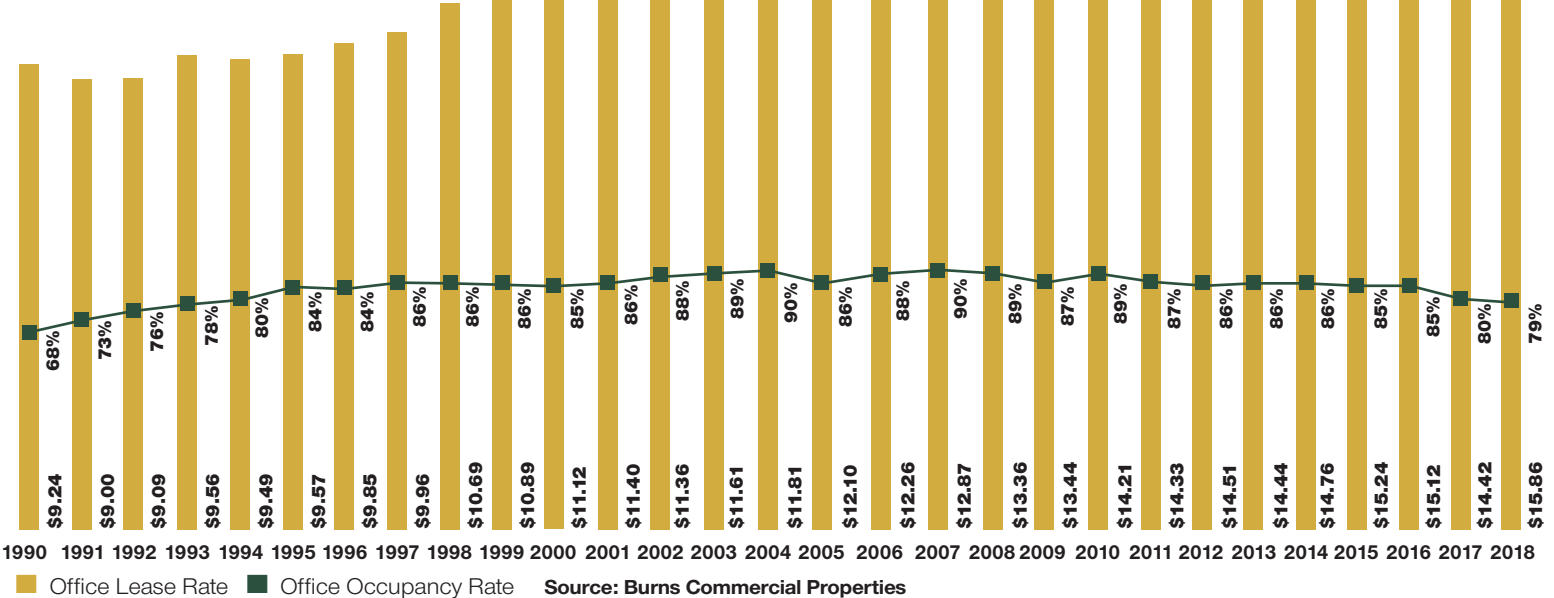
## HOTEL OCCUPANCY

Values in Millions



Source: City of Tyler

## OFFICE MARKET TRENDS



Source: Burns Commercial Properties

## BOARD OF DIRECTORS

Kimberly Ashley  
Bob Breedlove  
Edward Broussard  
Lee Browning  
Taylor Burns  
Kirk Calhoun  
Chad Cargile  
Moody Chisholm  
Jason Cooper  
Ted Crabtree  
Shannon Dacus  
Dwight Fennell  
Claude Figueroa  
Barham Fulmer  
Myranda George  
Charles Gordon  
Robert Haberle  
Martin Heines  
Jim Hedrick  
Charles Hill  
Jeff King  
Matthew Marshall  
Roy Martinez  
Ray McKinney  
Mike Metke  
Jon Moore  
Nathaniel Moran  
Tony Morgan  
Tom Mullins  
Jason Proctor  
Bryan Rossman  
Skip Ogle  
Howard Patterson  
Michael Tidwell  
Lonny Uzzell  
Mark Whatley  
Walter Wilhelm

## EX-OFFICIO

Barbara Bass  
Henry Bell  
Rea Boudreaux  
Herbert C. Buie  
Bobby Curtis  
Tom Ellis  
Rhonda Brinkley  
Randy Roberts  
Mike Thomas

## FOUNDING CHAIRMAN

A.W. Riter, Jr.  
1924-2003

## CHAIRMAN 1993-1994

James C. Wynne, Jr.  
1930-2013

## EXECUTIVE COMMITTEE

### SHANNON DACUS

Chairman  
Attorney  
The Dacus Firm, P.C.

### CHARLES HILL

Vice Chairman  
East Regional Manager,  
Customer Operations  
Oncor Electric Delivery

### RAY MCKINNEY

Secretary/Treasurer  
Executive Vice President  
The Genecov Group

### TOM MULLINS

President/CEO  
Tyler Economic Development Council

### LONNY UZZELL

Immediate Past Chairman  
Executive Vice President  
Southside Bank

### FELECIA HERNDON

Assistant Secretary  
Executive Vice President  
Tyler Economic Development Council

### NATHANIEL MORAN

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  
Retired

### EDWARD BROUSSARD

City of Tyler Representative  
City Manager, City of Tyler

### JASON PROCTOR

At-Large  
COO  
Christus Trinity Mother Frances  
Health System

### MICHAEL TIDWELL

At-Large  
President  
The University of Texas at Tyler

### SKIP OGLE

Tyler Area Chamber of Commerce  
Board Chair  
Skip Ogle Homes

## 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  
R.W. Fair Foundation  
Sanderson Farms  
UT Health East Texas

### SILVER INVESTORS

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

Austin Bank  
Centene Corporation  
The Genecov Group  
Greater Texas Capital Corporation  
Oncor Electric Delivery  
Potter Minton Law Firm  
John Soules Foods  
Southside Bank  
Suddenlink  
The Trane Company  
Tyler Pipe Company

### BRONZE INVESTORS

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

Adams Consulting Engineers, Inc.  
Aqueous Engineering  
BancorpSouth  
Bisonwood Financial Management  
Boone & Boone Construction  
Bosworth & Associates  
Brannon Corporation  
Braun Intertec Corporation  
BTH Bank  
Burns Commercial Properties, LLC  
Cavender's  
CenterPoint Energy  
Central Title  
Citizens 1st Bank  
City of Whitehouse  
Classic Tyler Motors  
The Dacus Firm  
Delek Refining, Ltd.  
Drake Real Estate Investments  
Bob Dyer  
Eagle Fuel & Oil  
East Texas Municipal Utility District  
East Texas Title  
ETTL Engineers & Consultants  
Federal Title  
Fitzpatrick Architects  
Freedom Financial Group  
Fresenius Medical Care  
Gollob, Morgan, Peddy  
Greater Tyler Association of Realtors  
Half Associates, Inc.  
Harris Craig Architects  
Heritage Land Bank  
Hiland Dairy  
Homeland Title  
Hood Packaging, Inc.  
L & L Asphalt  
Landmark Title

Lindale Economic Development Corp.  
Linebarger, Goggan,  
Blair & Sampson, LLP  
Lomoco, Inc.  
Martin Marietta  
Overhead Door Co. of Tyler  
Progressive Waste Solutions  
Prosperity Bank  
Prothro, Wilhelmi & Company  
Regions Bank  
Republic Services  
Residence Inn by Marriott  
Reynolds & Kay, Inc.  
Riter Management Co., L.C.  
Roosth Production Co.  
RPR Construction Co.  
RS&H, Inc.  
Scarborough Realty Partners  
Schaumburg & Polk  
Sellers - Patterson Insurance  
Sherrill Construction Company  
SmithGroup JJR  
ST Fastening Systems  
Target Distribution Center  
Terracon Consultants  
Texas Bank and Trust  
Threlkeld & Company Insurance  
TransCanada Pipeline USA  
Gary R. Traylor & Associates  
Tyler Area Builders Association  
Tyler Beverages, Inc.  
Tyler Building Systems Co.  
Tyler Junior College  
Tyler Packing Company, Inc.  
The University of Texas at Tyler  
UT Health Science Center  
VeraBank  
Vesuvius USA  
WRL General Contractors

## CONTRIBUTORS

### UP TO \$2,499

Marilyn Abegg  
Atkins North America  
Bailes & Co., P.C.  
Bank of Tyler  
Barrett & Thomas  
Allen Bell Property Services  
Bullard Economic  
Development Corporation  
Citizens State Bank  
Coca Cola Southwest Beverages  
Contractor's Supplies, Inc.  
Estes, McClure & Associates, Inc.  
Express Employment Professionals  
Eye Care Associates of East Texas  
Ben Fitzgerald Real Estate Svcs.  
Garrett & Associates  
General Contractors  
Henry & Peters, P.C.  
Invest in Tyler  
Robert Patterson, Crest Properties  
A. E. Shull & Company  
Simmons Real Estate  
Swan Transportation Services  
Texas National Bank  
Troup Community Development  
Visio Enterprises  
VME  
Wier & Associates  
Wilson Law Firm  
Wynne Interests

## STAFF

### TOM MULLINS\*

President/CEO (TEDC/TACC)

### FELECIA HERNDON

Executive Vice President

### DREW CAMPS\*

Vice President, Information  
Technology (TEDC, TACC, CVB)

### KARLA ANDERS

Bookkeeper/SCRLF Manager

### NIKKI HODGES\*

Finance Assistant (TEDC/TACC)

### STEPHANYE PETREE\*

Administrative Assistant (TEDC/TACC)

### VICTOR VALLE\*

Manager of Economic Development

\*Shared Employee