

# 2021

## ANNUAL REPORT

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Tyler Economic Development Council



*a natural beauty*



# 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 2021 Annual Report.

As I look forward to the coming months, three words come to mind: Seize, learn, and correct. I am confident that we will have immense success when we seize the right opportunities, thoroughly learn from our missed opportunities, and then make the proper course corrections based on what we learn. As a fellow investor, I am excited for the next leg of our journey 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 M. 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

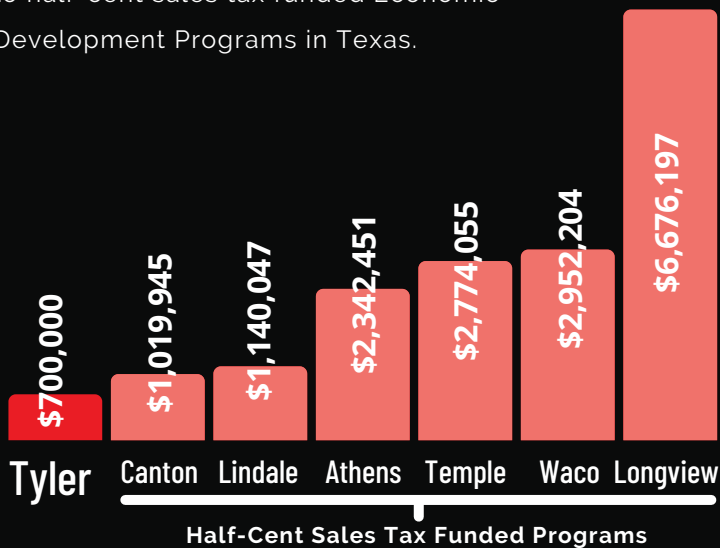
Since its inception in 1989, TEDC has consistently and aggressively promoted business growth through a highly effective, four-point strategy:

- Retention and Expansion of Existing Businesses
- New and Small Business Development
- Targeted Marketing and Attraction of New Business
- Incentives and Infrastructure

The TEDC's focus is on primary employers; that is, companies that sell a majority of their products and services to markets outside our regional economy, thereby funneling those new dollars into our local economy.

# TEDC FUNDING

TEDC receives approximately \$700,000 from 120 public and private industry investors to fund our annual operations. See below how this compares to half-cent sales tax funded Economic Development Programs in Texas.



# 2021 TEDC Top Projects

## Tyler Pipe

McWane Enterprises is a large manufacturing company headquartered in Birmingham, Alabama, with over 25 facilities throughout North America and the world. McWane operates a manufacturing facility in Tyler, Texas under the trade name Tyler Pipe. Tyler Pipe designs and develops cast iron soil pipes and pipe fittings for distribution throughout the United States and many foreign countries.

McWane's planned investment of \$36 million into its Smith County facility will allow the Company to enhance its existing manufacturing capabilities and to provide a stable employer for the citizens of Tyler/Smith County. The investment will include the replacement and enhancement of equipment throughout the facility. Tyler Pipe began construction on this project in Q3 of 2021 and will start production in Q2 of 2022.

## Trane Technologies

Trane Technologies was incorporated in 1913 and is based in Davidson, NC. The company manufactures and markets heating and air ventilation equipment. Trane's Tyler facility, which opened in 1956 as an air conditioning plant, has since grown to become one of Tyler's largest businesses and strongest community supporters. The Tyler facility is one of the single largest Trane facilities in the world.

Trane is committed to retaining the 400 existing jobs that were housed in building "9," which recently collapsed during Winter Storm Uri. Trane plans to invest \$76.7 million to construct a new building and assembly lines at the Tyler facility as a result of the building 9 collapse. In addition to rebuilding 4 assembly lines, this investment will create 3 additional assembly lines. The investment will allow for improved internal and external material flow as well as improved labor productivity.



# TYLER MSA SNAPSHOT



**233,479**  
2020 Population



**\$59,584**  
Median Household  
Income



**11.3%**  
Population Growth  
2010-2020



**\$233,500**  
Median Home  
Sales Price



**27.4%**  
Bachelor's Degree  
or Higher



**91,845**  
Households

## DEVELOPMENT STATISTICS



**\$190,105,321**

Total Private Sector Capital Investment  
(2020 Commercial & Residential)



**\$103,266,796**  
Commercial Private  
Sector Investment



**\$86,838,525**  
Residential Private  
Investment



**435**  
Commercial  
Permits Issued



**448**  
Single Family Housing  
Permits Issued

# Tyler Economic Development Council

## 2020 TEDC PROJECTS

<b>Boyd Metals</b>	
New Jobs in 2020.....	7
New \$ Plant/Equipment.....	\$185,000
<b>Crest Process Systems</b>	
New \$ Plant/Equipment.....	\$9,200
<b>Delek</b>	
New \$ Plant/Equipment.....	\$13,000,000
<b>Dragline Service Specialties</b>	
New Jobs in 2020.....	1
New \$ Plant/Equipment.....	\$1,938,106
<b>Estes McClure</b>	
New Jobs in 2020.....	3
New \$ Plant/Equipment.....	\$192,390
<b>Fresenius</b>	
New \$ Plant/Equipment.....	\$410,454
<b>GG Distributing</b>	
New \$ Plant/Equipment.....	\$650,501
<b>Granite Division</b>	
New \$ Plant/Equipment.....	\$180,000
<b>Hiland Dairy</b>	
New Jobs in 2020.....	9
New \$ Plant/Equipment.....	\$95,963
<b>Homeland Title</b>	
New Jobs in 2020.....	3
New \$ Plant/Equipment.....	\$4,025,070
<b>Hood Packaging</b>	
New \$ Plant/Equipment.....	\$6,138,106

<b>Jasper Ventures</b>	
New \$ Plant/Equipment.....	\$4,393,022
<b>John Soules Foods</b>	
New Jobs in 2020.....	131
New \$ Plant/Equipment.....	\$9,961,485
<b>Sanderson Farms*</b>	
New Jobs in 2020.....	153
<b>Texas Academy of Beauty</b>	
New \$ Plant/Equipment.....	\$198,000
<b>Trane Technologies</b>	
New Jobs in 2020.....	35
New \$ Plant/Equipment.....	\$6,126,115
<b>Tyler Pipe</b>	
New Jobs in 2020.....	1
New \$ Plant/Equipment.....	\$2,186,527
<b>Wastequip</b>	
New Jobs in 2020.....	58
New \$ Plant/Equipment.....	\$1,774,693
<b>Total New Jobs.....</b>	<b>401</b>
<b>Total Retained Jobs.....</b>	<b>768</b>
<b>Total Investment.....</b>	<b>\$51,464,631</b>
*Processing Plant and Hatchery	

## 2020 TOTALS

<b>RETENTION &amp; EXPANSION 2020</b>	
New Jobs.....	182
Retained Jobs.....	768
New Investment.....	\$42,325,309

## RELOCATIONS 2020

New Jobs.....	218
New Investment.....	\$7,003,216

## NEW & SMALL BUSINESS 2020

New Jobs.....	1
New Investment.....	\$2,136,106

## TAX ABATEMENT ACTIVITY

In 2020, TEDC had 12 continuing tax abatement projects.

- 60 Projects with 48 Companies
- \$901 Million in New Plant / Equipment
- 12,465 New Primary Jobs Created
- 10,957 Primary Jobs Retained
- 3.95 Million SF of New Construction

## LOAN ACTIVITY

In FY 2021, TEDC had 6 continuing loan projects.

### Loan Activity 1992-2021

- 36 Loans to 30 Companies
- \$3,931,765 Loaned
- 600 New Jobs Created

TEDC hosted 5 Site Visits

TEDC Submitted 20 Prospect Proposals

Tyler Economy Predicted to Grow

6.2%, vs. 4.4% for Texas and 3.8% 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, 2020.

## 2020 HISTORICAL TOTALS

### HISTORICAL TOTALS

#### RETENTION & EXPANSION 1989-2020

Projects.....	86
New Jobs.....	5,748
Retained Jobs.....	15,779
New Investment.....	\$793,884,019

#### RELOCATIONS 1989-2020

Projects.....	53
New Jobs.....	5,878
New Investment.....	\$456,377,836

### NEW & SMALL BUSINESS

#### DEVELOPMENT 1989-2020

Projects.....	44
New Jobs.....	1,101
New Investment.....	\$63,731,329

### TOTAL JOBS & INVESTMENT

#### 1989-2020

Projects.....	183
New Jobs.....	12,727
Retained Jobs.....	15,779
New Investment.....	\$1,313,993,184



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

**Roy Martinez**  
Swan Transportation

**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

**Joe Woelkers**  
University of Texas at Tyler

**Brandy Ziegler**  
Fitzpatrick Architects

## EXECUTIVE COMMITTEE

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

**ROY MARTINEZ**  
Vice Chair  
President  
Swan Transportation

**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**  
Assistant Secretary  
EVP, Finance & Operations  
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

**JOE WOELKERS**  
At-Large  
EVP & Chief of Staff  
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  
Lonny Uzzell

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

## 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  
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  
BancorpSouth  
Ben Fitzgerald Real Estate  
Services  
Boone & Boone Construction  
Bosworth & Associates  
Brannon Corporation  
BTH Bank  
Burns Commercial Properties, LLC  
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  
Fitzpatrick Architects  
Fresenius Medical Care  
Gollob, Morgan, Peddy  
Greater Tyler Association of  
Realtors  
Halff Associates, Inc.  
Harris Craig Architects  
HGR General Contractors  
Higginbotham Insurance  
Hiland Dairy  
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  
Overhead Door Co. of Tyler  
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.  
Schaumburg & Polk  
Sherrill Construction Company  
SourceFunding  
Spirit of Texas Bank  
ST Fasteners  
Sundt Construction  
Swan Transportation Services  
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  
Wastequip

### CONTRIBUTORS UP TO \$2,499

A. E. Shull & Company  
Allen Bell Property Services  
Atkins North America  
Barrett & Thomas  
Braun Intertec Corporation  
Bullard Economic Development  
Corporation  
Conterra Networks  
Contractor's Supplies, Inc.  
Dacus Firm  
EMA Engineering & Consulting  
ETEX Communications  
Express Employment  
Professionals  
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

# Tyler Economic Development Council Staff



**Scott Martinez, CECd**  
President and CEO



**Dr. Felecia Herndon, EDFP**  
EVP, Finance and Operations



**Victor Valle, MBA**  
VP, Economic Development



**Lauren Hayden**  
Economic Development Specialist



**Karla Anders, EDFP**  
Loan Program Manager

