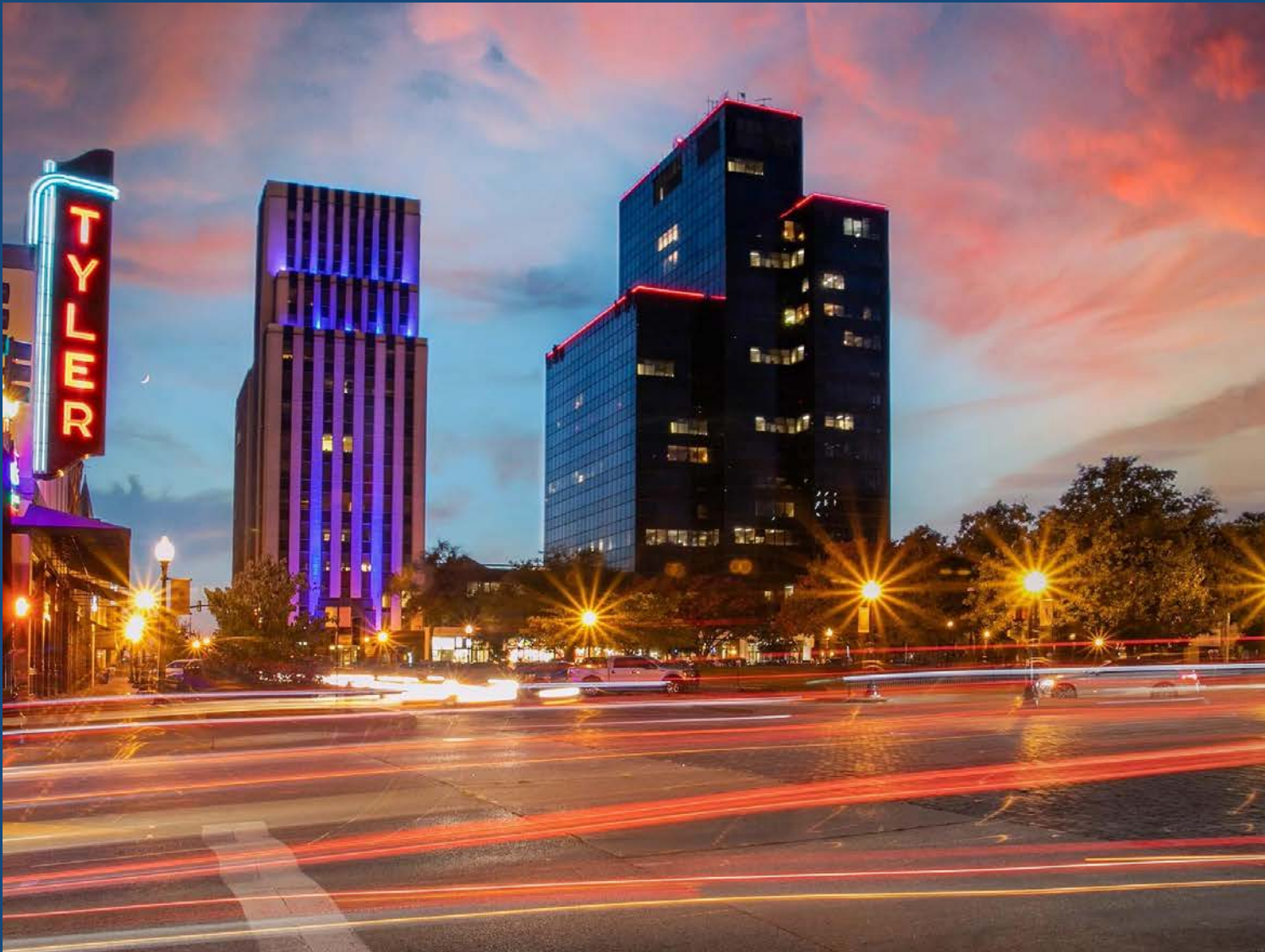


# Tyler Economic Development Council

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## Investor Information



**TYLER**

Economic  
Development  
Council

# 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

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.

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

## 2023

TEDC purchased 412 acres on Interstate 20 and SH-155 to establish the Tyler Interstate Commerce Park.





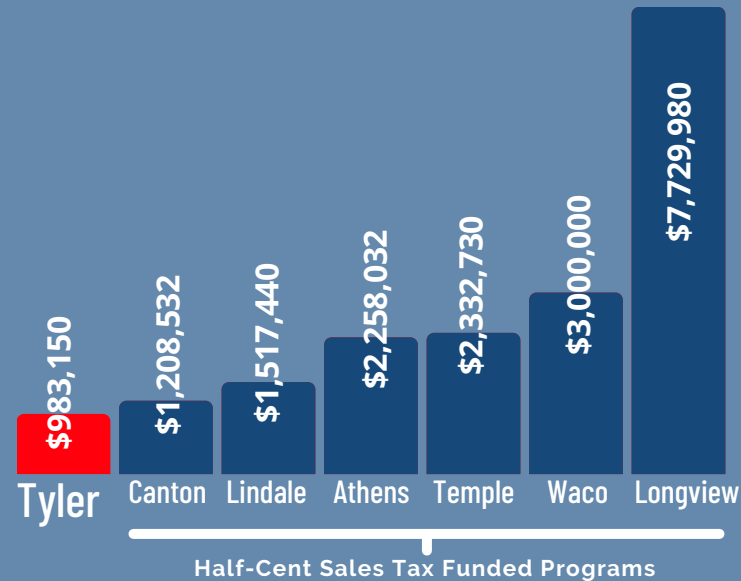
# TEDC MISSION

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

# TEDC STORY

Since its inception in 1989, TEDC has consistently and aggressively promoted economic growth through the retention and expansion of existing business, new/small business development, and business attraction. For every \$1 invested in TEDC, there has been a return of \$81 in new investment into Smith County through business expansions and relocations.

TEDC is not funded through the Half-Cent Sales Tax like many economic development organizations in Texas. Therefore TEDC competes with a comparatively smaller operating budget than its neighbors. TEDC has demonstrated incredible efficiency with every dollar it receives from our investors.



Sources: Texas Comptroller, GuideStar, and Public Hearings





## TEDC PROJECTS

2021

# \$137,200,000

New Investment in Plant & Equipment



4

NEW Projects



933

New Jobs



400

Retained Jobs

## TEDC HISTORICAL TOTALS

1989-2020



# \$1,313,993,184

Total New Investment 1989-2020



183

Total Projects



12,727

New Jobs



15,779

Retained Jobs



# 2022 TEDC Top Projects

## Hood Packaging

Hood Flexible Packaging is a leading manufacturer and supplier of plastic film and bags, and paper packaging. Hood is privately owned and headquartered in Hattiesburg, Mississippi. Hood has over 150 years of bag making experience with 23 manufacturing facilities in 16 states across North America.

TEDC assisted Hood Packaging with a \$17.5 million expansion for their Tyler facilities that would create 15 new jobs in Phase 1 of their project. The average salary for these new positions is expected to reach \$45,000 in five years.

## Industrial Wood Technologies

Founded in 2014, Industrial Wood Technology is headquartered in Tyler, Texas, and operates a full-service lumber treating plant with a focus on developing high quality lumber products. The company produces an innovative decking material, Blackwood Lumber.

Industrial Wood Technology announces a \$7 million expansion that will create 40 new jobs. IWT currently employs 50 workers with an average salary of over \$55,000.

## Tyler Interstate Commerce Park

In January 2023, TEDC purchased 412 acres on the SW intersection of Interstate 20 and State Highway 155 to establish the Tyler Interstate Commerce Park. TEDC partnered with Smith County to plan and design a \$4.5 million public roadway allowing major industrial users to occupy this new park.

## Project Mustard Tree

TEDC sold 150 acres from the newly established Tyler Interstate Commerce Park to Project Mustard Tree. This project will create 120 new jobs for Tyler/Smith County with an investment of over \$45 million. The facility in Tyler will be operational by January 2025 and will be the company's largest facility in the US.



## BOARD OF DIRECTORS

**Greg Adcock**  
Austin Bank

**Donald Baker**  
UT Health East Texas

**Barry Beaman**  
Hiland Dairy

**Michael Bosworth**  
Bosworth & Associates

**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

**Brad Curtis**  
Tyler Building Systems

**Dwight Fennell**  
Texas College

**Neal Franklin**  
Smith County

**Lee Gibson**  
Southside Bank

**Charles Gordon**  
Baylor Scott & White TSJH

**Wesley Hamm**  
Hood Packaging

**John Hart**  
SourceFunding

**Claude Henry**  
Texas Bank & Trust

**Melynda Hensley**  
WRL General Contractors

**Charles Hill**  
Oncor Electric Delivery

**Jeff Johnston**  
Chick-Fil-A Broadway Crossing

**Roy Martinez**  
PARK 4 Investments

**Scott Martinez**  
Tyler Economic Development

**Ray McKinney**  
Genecov Group

**Juan Mejia**  
Tyler Junior College

**James Murphy**  
Republic Services

**Tom Perkins**  
Edward Jones

**Jason Proctor**  
Christus TMF Hospital

**Robert Rivers**  
Trane Technologies

**Jason Sobel**  
Prosperity Bank

**Pat Stacey**  
KLTV 7

**Ed Thompson**  
North Chase Development

**Archie Tucker**  
University of Texas at Tyler

**Don Warren**  
City of Tyler

**Mark Whatley**  
Burns Commercial Properties

## EXECUTIVE COMMITTEE

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

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

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

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

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

**NEAL FRANKLIN**  
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

**GARNETT BROOKSHIRE**  
At-Large  
Director of Real Estate  
East Texas Pinnacle Properties

**DONALD BAKER**  
At-Large  
Market President  
UT Health East Texas

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

**PAT STACEY**  
Tyler Area Chamber of Commerce  
Board Chair  
KLTV 7

## EX-OFFICIO

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

## PLATINUM INVESTORS \$50,000 & ABOVE

City of Tyler  
Smith County  
Tyler Industrial Foundation

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

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

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

Austin Bank  
Bob Herd Foundation  
John Soules Foods  
McGough Construction  
Oncor Electric Delivery  
Potter Minton Law Firm  
RBC Wealth Management  
Sanderson Farms  
Trane Technologies  
Tyler Pipe Company  
WRL General Contractors

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

Altra Federal Credit Union  
A.W. Riter, Jr. Family Foundation  
Aqueous Engineering  
Assured Title  
Auction Innovations  
Bailes & Co., P.C  
Baker & Company Construction  
Ben Fitzgerald Real Estate  
Better Business Bureau  
Boone & Boone Construction  
Bosworth & Associates  
Brannon Corporation  
Burns Commercial Properties  
Cadence Bank  
Cavender's  
CenterPoint Energy  
Central Title Company  
Citizens 1st Bank  
Citizens Bank  
City of Whitehouse  
Classic Tyler Motors  
Conterra Networks  
Delek Refining, Ltd.  
Drake Real Estate & Investments  
Eagle Fuel & Oil  
East Texas Municipal Utility Dist.  
East Texas Pinnacle Properties  
East Texas Title Company  
Edward Jones  
ETTL Engineers & Consultants  
Express Employment Pros  
Eye Care Associates of East  
Texas  
Fitzpatrick Architects  
Fresenius Medical Care  
Gollob, Morgan, Peddy  
GTAR  
H & M Investments  
Half Associates, Inc.  
Hardy Wealth Management  
Harris Craig Architects  
HGR General Contractors  
Hibbs Hallmark

Higginbotham Insurance  
Hiland Dairy  
Holiday Inn Tyler Conference Center  
Homeland Title  
Hood Packaging, Inc.  
Jacobe Brother's Construction  
KSA Engineers  
L&L Asphalt  
Landmark Title  
Langan Engineering  
Lindale Economic Development  
Linebarger, Goggan, Blair &  
Sampson, LLP  
Lomoco, Inc.  
Malcom Reed Ventures  
MHS Planning & Design  
Mineola Community Bank  
Moran Refreshments  
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  
Scout Title & Abstract  
Sherrill Construction Company  
Simmons Bank  
ST Fasteners  
Staples Commercial Real Estate  
Target Distribution Center  
Terracon Consultants  
Texas Bank and Trust  
Texas Farm Credit  
Texas National Bank  
Threlkeld & Company Insurance  
Traylor & Associates  
Tyler Area Builders Association  
Tyler Building Systems Co.  
Tyler Junior College  
The University of Texas at Tyler  
VeraBank  
Vexus Fiber  
Wastequip  
West Oak Property Development

## CONTRIBUTORS

A. E. Shull & Company  
Barrett & Thomas  
Braun Intertec Corporation  
Bullard Economic Development Corp.  
Contractor's Supplies, Inc.  
Cooperative Teacher's Credit Union  
Dacus Firm  
EMA Engineering & Consulting  
ETEX Communications  
Garrett & Associates GC  
Henry & Peters, P.C.  
Marilyn Abegg  
Office Pride of East Texas  
OGLE Construction  
Russell Patterson, Crest Properties  
SCI Construction, LTD  
Simmons Real Estate  
Skyler Developers  
Source Funding  
Troup Community Development  
Tyler Beverages, Inc.  
Tyler's Super Quality Ice  
Visio Enterprises LLC  
VME  
Wilson Law Firm  
Wynne Interests



# TEDC Investor Benefits

## Investor Levels

Automatic Board  
of Directors Seat

Annual Meeting  
Sponsor Table

Breakfast  
Sponsor Listing

Quarterly  
Breakfast Guests

Enhanced  
Web Listing

Web Listing

Platinum \$50,000+



2 Tables



Unlimited



Gold \$25,000 - \$49,999



1 Table



Unlimited



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

For Purchase



8



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

For Purchase

4



## New Investor Information Form

The Tyler Economic Development Council appreciates your interest in our organization and your support for our mission to create jobs and encourage economic growth in the Tyler/Smith County area.

Annual Investment: \$ \_\_\_\_\_

### Contact Information

Contact: \_\_\_\_\_ Title: \_\_\_\_\_ Company: \_\_\_\_\_

Mailing Address: \_\_\_\_\_

Physical Address: \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_ Website: \_\_\_\_\_

Other Contact Name: \_\_\_\_\_

Brief Description of Company: \_\_\_\_\_

Fill out online at:  
<https://tedc.org/about/become-an-investor>



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

## TEDC Staff

**Scott Martinez, CEcD**  
President and CEO

**Felecia Herndon, DBA, CEcD**  
COO

**Victor Valle, MBA, CEcD**  
Sr. Vice President, Economic Development

**Karla Anders, EDFP**  
Loan Program Manager

**Tyler Economic Development Council**  
315 North Broadway Avenue  
Tyler, TX 75702  
[www.tedc.org](http://www.tedc.org)



# TYLER

Economic  
Development  
Council