

TYLER

CHAMBER

# annual report

## Chairman's Message

What a great year this has been! As you read the reports from Council Chairmen throughout this Annual Report you will have a chance to see all that has been accomplished by our great Chamber volunteers. In addition, the Chamber's partnerships with the TEDC as well as our elected officials, the City of Tyler, and Smith County help us all work together to accomplish great things for our community.

In addition to those mentioned in Council Reports, other key accomplishments for the year include the completion of the Vision 2010 Strategic Plan. It has been presented to – and embraced by – many groups throughout the city. The Long Range Plan for the Chamber focused inward to provide a framework and structure for continuity within the Chamber as an organization.

For the first time, the Chamber presented Tourism Awards recognizing area hospitality staff members who exceed the expectations of visitors to our city. The award recipients were chosen based on surveys completed by tourists.



October 2005



Tyler has become an education center for all of East Texas. Along with Dallas and San Antonio, Tyler is 1 of 3 cities that have both academic and medical branches of the UT System. The impact of these institutions along with Tyler Junior College and Texas College is phenomenal for our area's growth and prosperity.

And now the time comes to pass the gavel to a proven leader who will guide the Chamber for the next year. Best of luck to Walter Wilhelmi and the incoming Board Members and Council Chairmen. But, they cannot do it alone. These leaders need your help! Our community is one of great resources. It is up to each of us to be good stewards of them and find a way to put them to their best use. Get involved with your Chamber!

Jeff Austin, III

## WALTER WILHELMI ASSUMES ROLE OF CHAIRMAN AND CAIN TO BECOME CHAIRMAN-ELECT FOR THE TYLER AREA CHAMBER OF COMMERCE



Walter Wilhelmi,  
Chairman '05-'06

Tony Cain was elected Chairman-Elect for the Tyler Area Chamber of Commerce at its September Board meeting for the year 2005-2006 beginning October 1, 2005. Walter Wilhelmi was also elected Chairman for the upcoming year. "We are excited that Tony has been selected as a member of our leadership team for the Chamber", said Walter Wilhelmi.

Tony Cain is the Sales Manager for Allied Waste, a position he has held for over 10 years. Prior to becoming Sales Manager, Tony was the Special Waste Sales Representative for the East Texas Landfills with Allied. Tony was awarded the Sales Manager of the Year for the Southwest Region of Allied Waste in 2003. The Southwest Region has 16 Sales Managers covering Texas, Oklahoma, and Louisiana.

His community activities include being elected to the Whitehouse ISD Board of Trustees for two terms, serving on the Long Range Planning Committee for the First Baptist Church in Whitehouse, and associate member of the East Texas City Managers



Tony Cain  
Chairman-Elect '05-'06

Association for 10 years.

His Tyler Chamber of Commerce activities include serving on the Transportation Committee since 1995 and on the Government Affairs Committee. He was chairman of the Transportation Committee in 2003, and served as Area Development Chairman in 2004 and 2005.

He and his wife Sarah, live in Tyler and are members of Green Acres Baptist Church. The Cains have two sons, Jim, a surveyor living in Whitehouse and Brett, an Assistant District Attorney for Smith County, who lives in Tyler.

In addition to Wilhelmi and Cain, officers for 2005-2006 include Rocky Gill, Treasurer; Aubrey Sharpe, Area Development Chairman; Charlott Mapes, Business Development Chairman; Robert Hancock, Membership Services Chairman; Laura Corbett, Convention and Visitors Bureau Chairman and Jeff Austin III, Past Chairman.

[www.tylertexas.com](http://www.tylertexas.com)

## AREA

# DEVELOPMENT COUNCIL

**Tony Cain, Chairman**



The Area Development Council had another very busy and successful year working for the Chamber membership. The Aviation Committee, Randy Grooms Chairman, worked on improving business and travelers through Pounds Regional Airport. These efforts included the "Fly Tyler" publicity campaign with SkyWest and American Eagle Airlines. The committee also hosted a Master Plan Update public meeting on March 22, 2005. In addition, the Chamber provided matching funding to a federal grant for promotion of the airport. The committee is monitoring the possible repeal of the Wright Amendment as it is currently being debated by some members of Congress as to how its repeal might affect Pounds Regional Airport.

The Technology Committee, Dr. Troy Henson

Chairman, had a very comprehensive and detailed work plan. IT Managers Club, better known as "getIT" has grown to over 65 members with regular meetings. They helped promote the Advanced Technology and Manufacturing Clusters meeting held April 4, 2005 at the University of Texas at Tyler. Planning has started for the Technology Expo 2006 to make it even better than the Expo in 2004.

Highway Transportation, Preston Smith Chairman, made history by being part of the request that resulted in over eight million dollars of Federal Highway funds being sent for Loop 49. These funds were the result of requests made to Congressman Gohmert, Senator Cornyn, and Senator Hutchison. Additional history was made with the creation

of the Northeast Texas Regional Mobility Authority with Jeff Austin III as Chairman. The result of these two events will enhance the mobility of all of East Texas.

Government Affairs, Skip Ogle Chairman, planned the Tyler Day in Austin for the Legislative Session and had 115 chamber members in attendance. It included meetings with state officials with updates on the issues debated in the session. The committee met with State Representative Leo Berman last October to monitor the upcoming legislative session, heard from newly elected Congressman Louie Gohmert in December, and received an update from Texas Land Commissioner David Patterson in February.

## BUSINESS

# DEVELOPMENT COUNCIL

**Aubrey D. Sharpe, Chairman**



The Business Development Council had a great year. Under the leadership of Monica Tynes the 2005 Business Expo was a super success with over 6000 attendees. That's 1000 more than the previous year. At the same time, the Purchasing Managers Pavilion, held at the TJC West Campus in May, boasted 13 purchasing managers who interviewed more than 24 vendors and businesses. The UT Tyler Hispanic Business Center, which is officed at the Chamber of Commerce, has established regular office hours of Monday through Friday, 10:00 am to 6:00 pm, for training and assistance from Dyana Velarde.

The Education/Human Resources Committee, chaired by Dr. Jim Tarter, also had a record year. Groundhog Job Shadow Day was the best yet. Stacey Thompson chaired the subcommittee that led to over two hundred students visiting 90 businesses. The committee continued its support of TISD's Teacher of the Year Award and the Partners in Education Award Ceremony by providing judges and ceremony personalities. The Third Annual Progressive Dinner with the Literacy Council of Tyler, TJC, and UTT was a record success with 60 attendees! Dr. David Simmons, TISD Superintendent, provided a

detailed and enlightening report regarding the "Performance Indicators Goals" and community expectations. This promises to be an excellent tool as TISD and the Chamber partner in our focus on quality education. The committee also supported UTT's application for a PhD Program in Human Resource Development and the Texas Higher Education Coordinating Board has approved a plan to move forward on it.

The Senior Resource Development Committee, chaired by Robin Gillian and vice-chair Paige Parrish, had a good year and reorganized its work. The committee has continued to maintain the requirements to qualify as a Certified Retirement City as awarded by the East Texas Council of Governments (ETCOG). The committee promotes and researches new and improved ways to attract retirees to the area such as contributing expertise from our respective organizations for the Chamber website.

The fourth annual Senior Health and Living Expo held on September 15, 2005 continued to attract new and current residents, as well as connect participants with providers of goods and services to meet their specific needs. The expo has grown

every year; 90 exhibitors were represented, and attendance exceeded last year's 1000 mark.

The Senior Resource Committee, as well as the Marketing subcommittee, continue to market and distribute the "10 Reasons to Retire in Tyler" brochure. Other marketing efforts have been to place ads in "Where to Retire" and "Travel 50 and Beyond" magazines with the total responses from these advertisements at 1,490. In addition, at the last committee meeting Joan Thorpe confirmed the success of marketing efforts, as she is a newcomer to Tyler.

A Senior Living Facility Resource Guide was developed this year and compiled for data retrieval. This information aided in the marketing efforts of the Chamber web page and marketing pieces. Dawn Franks of Fourth Partner Foundation will consider our data collection methods for her research project.

On balance, the Business Development Council had a busy and productive year and all of the committees have added some new and exciting things for next year's work plan.

# CONVENTION

# AND VISITORS BUREAU

**Laura Corbett, Chairman**



Tourism works for Tyler! According to the Texas Office of the Governor, Economic Development and Tourism, the estimated economic impact of travel in 2003 (the most recent year figures are available) for Tyler's MSA alone was \$213.3 million dollars! Without travel-generated tax revenue, each household in Tyler would have to pay over \$650 a year in additional taxes to maintain current service levels.

The Tyler Convention & Visitors Bureau (CVB) is funded solely through hotel/motel bed tax dollars to attract and service conventions and other group business, plus promote Tyler as a leisure tourist destination, all to generate overnight stays here.

The tourism department this past year continued to place leisure tourism ads in several publications including *Better Homes and Gardens*, *Ladies*

*Home Journal*, *Country Living* and *Midwest Living*. Magazine articles about Tyler were in *Texas Highways*, *Texas Monthly*, *SHAPE Magazine*, *Better Homes and Gardens* and others. The responses have been significant... over 25,845 visitor packets were mailed out to those requesting information on what there is to see and do in Tyler. 238 tour groups were serviced with an estimated economic impact of nearly \$643,000.

Our Azalea and Spring Flower Trail and Texas Rose Festival continue to be our major tourism events, with the 2004 Rose Festival directly generating nearly \$2 million to our economy. The 2005 Azalea Trail brought in over \$3.5 million! Other events that have had a significant impact this year were the 2005 HGTV Dream Home with attendance of nearly 23,000 and the Chatsworth Exhibit at the Tyler Museum of Art.

The conventions department served group meetings and events that utilized 13,859 hotel rooms, brought nearly 22 thousand people to Tyler and had a direct economic impact of over 4 million dollars. The CVB especially thanks our local residents who have worked to help bring meetings and events here, for without them, these added dollars to our economy would not be possible. They include Sam Curry and the local Kiwanians who worked so hard on the TX/OK Kiwanis Convention, Betty Sizemore with Beta Sigma Phi, Brenda Elrod with the Texas Environmental Health Association and Van Jordan with the Tyler Parks & Rec Department. We wish there were space to list them all!

# RIBBON

# CUTTINGS



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903-939-0418



**FIRST FEDERAL BANK TEXAS**  
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903-939-2265



**ARCADIA COFFEE COMPANY**  
121 N Spring • Tyler TX 75702  
903-526-1110



**ARCADIA COFFEE COMPANY (STAFF)**  
121 N Spring • Tyler TX 75702  
903-526-1110



**SSI STORAGE SERVICES**  
9670 Hwy 69N • Tyler TX 75706  
903-595-4974



**OFFICE BARN**  
11315 Hwy 69 N • Tyler TX 75706  
903-881-0340



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903-596-8000



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903-533-8386



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7445 S Broadway • Tyler TX 75703  
903-561-9911

# CONTACTOR

# OF THE MONTH



## **Robin Liles** **August**

Contactor of the Month for August, Robin has been a member of the Contact Club for the last year. She is the Manager and Marketing Services Coordinator for Glow in the Dark in Tyler. She has been active with the Better Business Bureau Board of Directors, the East Texas Ad Federation as well as the Tyler Area Builder's

Association. Robin is married to Rusty and they have 3 children.



## **Kitty Springer** **September**

Kitty is a new member of the Contact Club and works at Learning RX. She is involved in many community activities including serving as a loaned executive for United Way of Tyler/Smith County, as president of Toastmasters, as a member of the Tyler

Executive Women's Network and Tyler Yacht Club. Kitty and her husband have been married for 25 years..

# VOLUNTEER

## **OF THE** **QUARTER**



**Jeff Austin presents Dr. Jim Tarter with the Volunteer of the Quarter for 3rd Quarter.**



**Jeff Austin presents Venue Rao with the Volunteer of the Quarter for 4th Quarter.**

# MEMBERSHIP

## **SERVICES COUNCIL**

### **Paula Fambrough, Chairman**



The Chamber membership has continued to be a shining example of our wonderful community. We have maintained a consistent level of 1800+ members this year and have brought in a great many new members who have become active and participate in all of the Chamber activities. There have been record numbers attending the Business After Hours and the Quarterly Membership luncheons. The Small Business Breakfast continues to get rave reviews from the members who attend. The Golf Tournament and the Business Expo are well established and also continue to grow in participation and reputation.

The value of the Tyler Chamber of Commerce membership is great one. Where else can you be part of an active, resourceful and vigorous organization that works for the best of its membership and business community day after day? Only here in Tyler, Texas! The Tyler Area Chamber of Commerce is the fourth largest Chamber organization in the state of Texas – behind Houston, Dallas & San Antonio. This chamber will only continue to be better as our business community and economy see explosive grow which will set us apart as a shining star among the other cities throughout this state and this country.

I encourage you all to take part, join in and hang on – the best is yet to be for the Tyler Area Chamber of Commerce.

Thanks and kudos to all of our wonderful volunteers and committee members, the Chamber staff and Chamber leaders. Your dedication and diligence are very much appreciated.

**It is my privilege to recognize the Contact Club members who have earned Outstanding Production Awards for this year:**

- |                                |                      |
|--------------------------------|----------------------|
| Charlott Mapes 19th and 20th   | Michael Lavender 1st |
| Paula Fambrough 12th and 13th  | Chris Mills 1st      |
| Robert Hancock 3rd             | Blu Monday 1st       |
| Sheila Billingsley 1st and 2nd | Stan Nolley 1st      |
| Nancy Brown Larson 4th         | Kathy Rainwater 1st  |

**And also Congratulations for a job WELL DONE to our Contactors who have earned their Life Memberships:**

- |                 |                  |
|-----------------|------------------|
| Paula Fambrough | Barbara Renicker |
|-----------------|------------------|

## **2005 TOURISM AWARD**



**Jeff Austin presents Millie Archer of the Holiday Inn Select with the 2005 Tourism Award for 3rd Quarter.**

## **BOARD MEMBERS** **ELECTED TO THREE** **YEAR TERMS**

Seven Chamber members have been elected to three year terms on the Chamber's Board of Directors beginning October 1. Each year 14 members are nominated by a nominating committee to be placed on a ballot and are voted on by the entire membership. The seven elected are Shelia Billingsley, KLTV; Larry Bolton, Austin Bank; Mark McDaniel, City of Tyler; Skip Ogle, Cox Communications; Vicki Sorrell, Edward Jones Investments; John Soules, Jr., John Soules Foods and Ed Wallace, Wallace & Wallace Real Estate.

## BUSINESS AFTER HOURS 2006

01/26/2006 Holiday Inn Express	04/27/2006 First Bank	07/27/2006 GroupM7	10/26/2006 Available for booking
02/23/2006 Available for booking	05/25/2006 Available for booking	08/24/2006 Available for booking	11/16/2006 The Cascades
03/23/2006 Allen Samuels East Texas Dodge	06/22/2006 Available for booking	09/00/2006 Available for booking	12/00/2006 Not Available for booking

## 2005 TOURISM AWARD



**Jeff Austin and Laura Corbett present Heather Knutson of the Fairfield Inn with the 2005 Tourism Award for 4th Quarter.**

# NEW MEMBERS

Ms. Andrea Baker  
A World for Children  
1412 W Southwest Loop 323  
Tyler TX 75701  
(903) 581-1553  
Sponsor: Sheila Billingsley

Ms. Veronica Wallace  
ACCION Texas  
400 S Zang Blvd  
Dallas TX 75208  
(866) 312-3772  
Sponsor: Sheila Billingsley

Shannon S. Stevenson  
Arcadia Coffee Co.  
121 N. Spring St  
Tyler TX 75702  
(903) 526-1110  
Sponsor: Paula Fambrough

Ms. Robyn Sawyers  
Bed Bath n Bonz  
20110 Hwy 69 S  
Tyler TX 75703  
(903) 894-9333  
Sponsor: Robert Hancock

Mr. Scott Steger  
Best Buy  
5514 S Broadway  
Tyler TX 75703  
(903) 509-0690  
Sponsor: Sheila Billingsley

Harold Brasfield  
Brasfield Oil & Gas  
821 Dolores  
Tyler TX 75703  
(903) 581-5993  
Sponsor: Gillian Brasfield

Mike Mali  
California Bakery and Deli  
622 N Henderson Blvd.  
Kilgore TX 75662  
(903) 592-6335  
Sponsor: Paula Fambrough

Mr. Brian E. Capps P.E.  
Capco Engineering, Inc  
3300 S. Broadway Ste 203  
Tyler TX 75701  
(903) 531-9670  
Sponsor: Robert Hancock

Helene McQueen  
Classic Boutique  
114 E. Eighth  
Tyler TX 75701  
(903) 593-7575  
Sponsor: Alicia Barrett

Ms. Ann Curry  
Curry, Johnson and Julian  
315 N Broadway Ste 401  
Tyler TX 75702  
(903) 533-1172  
Sponsor: Chris Mills

Ms. Pam Black  
Dennis G. Black Attorney  
100 E Ferguson Ste 8  
Tyler TX 75702  
(903) 593-9400  
Sponsor: Chris Mills

DeeDee Turnage  
Elmwood Gardens  
680 ACR 445  
Palestine TX 75803  
(903) 549-2716  
Sponsor: Blu Monday

Eric Platten  
Eric Platten, Attorney at Law  
3301 Golden Rd. Ste 410  
Tyler TX 75701  
(903) 593-9100  
Sponsor: Paula Fambrough

Ms. Patsy Dyer  
Family Mobile Automotive  
Services  
802 E Nutbush St  
Tyler TX 75702  
(903) 533-8386  
Sponsor: Nancy Brown Larson

Tim LeGrand  
Fat Willzy's  
3320 Troup Hwy Ste 170  
Tyler TX 75703  
(903) 526-7820  
Sponsor: Stan Nolley

Mr. Mike Flowers  
Flowers Land & Title Company, LP  
202 S Broadway  
Tyler TX 75702  
(903) 597-7299  
Sponsor: Chris Mills

Sharleen Graf  
FreeSpan Buildings  
16600 Hwy 31 W  
Tyler TX 75709  
(903) 526-8885  
Sponsor: Charlott Mapes

Lori Motlagh  
Full Circle Farms  
16115 FM 2964  
Whitehouse TX 75791  
(903) 839-1166  
Sponsor: Charlott Mapes

Callie Vail  
GEXA Energy  
3400 Varsity Dr. # 510  
Tyler TX 75701  
(903) 360-1691  
Sponsor: Robert Hancock

Randy Stuart  
Golf Connection  
3219 SSW Loop 323  
Tyler TX 75701  
(903) 561-7122  
Sponsor: Sheila Billingsley

Ms. Tanya Roberson  
Redic  
Harold Carter Realtors  
106 E Heritage Ddr Ste 6E  
Tyler TX 75703  
(903) 509-2500  
Sponsor: Sheila Billingsley

Mr. Abraham Eastman  
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Sponsor: Sheila Billingsley

Ms. Peggy Cotle  
Ireland, Carroll & Kelly, PC  
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Tyler TX 75703  
(903) 561-1600  
Sponsor: Chris Mills

Ms. Jill Williams  
Jill's Room  
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Ste 187  
Tyler TX 75701  
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Anita K. McKenzie  
La' Boutique & Gifts  
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(903) 566-4280  
Sponsor: Kathy Rainwater

Lane McDaniel  
Lane McDaniel/Hibernia Bank  
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Tyler TX 75703  
(903) 579-9792  
Sponsor: Michael Lavender

Chester C. Timbs  
Law Offices of Chester C. Timbs  
777 S Broadway  
Tyler TX 75701  
(903) 597-7221  
Sponsor: Sheila Billingsley

Sally Head  
National Safety Council,  
Ark-Tex Chapter  
8101 Kingston Rd. Ste 107  
Shreveport LA 71108  
(318) 687-7556  
Sponsor: Sheila Billingsley

Pamela Boyd  
Natural Awakenings Magazine  
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Tyler TX 75703  
(903) 714-2172  
Sponsor: Stan Nolley

Robert W. Van Hoy  
P2I Real Estate LTP  
6013 Quail Creek Dr.  
Tyler TX 75703  
(903) 561-1901  
Sponsor: Nancy Larson

Mr. Randy W. Lewis  
Polk City Directories  
700 Oakdale Ave  
Longview TX 75602  
(903) 263-8700  
Sponsor: Robert Hancock

Mr. Pieter C. Cilliers  
Sign Masters of Tyler  
412 South Broadway  
Tyler TX 75702  
(903) 526-5657  
Sponsor: Sheila Billingsley

Kenneth W. Koop  
Superior Gutters  
17565 Hwy 155 S  
Flint TX 75762  
(903) 597-1111  
Sponsor: Blu Monday

Ms. Linda Russell  
Ted Walters & Associates  
2014 Republic Dr  
Tyler TX 75701  
(903) 534-3890  
Sponsor: Chris Mills

Mike Morrison  
Texas Home Health  
1120 Medical Dr.  
Tyler TX 75702  
(903) 452-7561  
Sponsor: Chris Mills

Brian Clarke  
The Hamptons at Greenridge  
PO Box 479  
Tyler TX 75710  
(903) 566-0460  
Sponsor: Sheila Billingsley

Sally Shanks  
The UPS Store 5437  
3872 W Highway 64  
Tyler TX 75704  
(903) 526-3232  
Sponsor: Kitty Springer

Ty Black  
Ty Black, DDS  
5201 S Broadway Ste 240  
Tyler TX 75703  
(903) 534-8110  
Sponsor: Chris Mills

Suzane C. Krause  
Tyler Speech Improvement  
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120 W 5th Ste 204  
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(903) 531-2581  
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Greg Parcell  
Tyler Trophy  
105 S. Glenwood Blvd.  
Tyler TX 75702  
(903) 592-5728  
Sponsor: Gillian Brasfield

Steve Spanky Aune  
tylerwhattodo.com  
PO Box 10092  
Tyler TX 75711  
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Tyler Area Chamber News (USPS 447-540) is published monthly by the Tyler Area Chamber of Commerce 315 N. Broadway Tyler Texas 75702. Member rate \$4.00 annually. Periodicals postage paid at Tyler Texas. POSTMASTER: Send address changes to Tyler Area Chamber News P.O. Box 390 Tyler Texas 75710 903-592-1661 www.tylertexas.com

**TACC OFFICERS 2004-2005**

- Chairman of the Board .....Jeff Austin III
- Chairman-Elect of the Board.....Walter Wilhelmi
- Past Chairman of the Board .....Mike Thomas
- President/CEO .....Tom Mullins
- Executive Vice President.....Henry Bell
- Treasurer .....Gary Penkilo
- Convention & Visitors Bureau Chairman.....Laura Corbett
- Area Development Council Chairman.....Tony Cain
- Business Development Council Chairman.....Aubrey Sharpe
- Membership Services Council Chairman .....Paula Fambrough

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