



Message From the Chairman



HOWARD PATTERSON
Chairman 2017-2018

What a year! I was told by a few former Chairs it would pass quickly. It did! As we approach the end of this Chamber year and the beginning of the next, I have to take the time to say how amazing it is to be a part of a community with so many talented people who give of their time and energies to make Tyler a better place.

The mission of TACC is to enhance the business environment, the economic well-being, and quality of life for the Tyler area. These have been our guiding principles and we have a great professional staff led by Tom Mullins and Henry Bell. At the beginning of each Chamber year, our committees develop a work program that will benefit Tyler and then work diligently throughout the year to achieve their objectives. The passionate participation of so many of our members in this process is one of the things that makes Tyler so special. I am very thankful to all of the committees for

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Skip Ogle assumes role of Chairman and June Cheatham elected Chairman-Elect for the Tyler Area Chamber of Commerce



Skip Ogle
Chairman

Skip Ogle was elected 2018-2019 Chairman for the Tyler Area Chamber of Commerce at its August Board meeting. His term will begin October 1, 2018. June Cheatham was elected Chairman-elect for the upcoming year. "We are excited that June has been elected as a member of our leadership team for the Chamber," said Ogle.

Skip graduated from UT Arlington with a Bachelor's degree in Architecture and a Masters in City and Regional Planning. Skip is the owner of Ogle Construction and Skip Ogle Homes, LLC serving the Tyler area.



June Cheatham
Chairman-Elect

Skip has a long history of support in our community, building strategic coalitions to help the people of Tyler and East Texas serving on the Board of Directors of organizations such as the Tyler Chamber of Commerce, Tyler Economic Development Council, UT Health Northeast Foundation, Green Acres Church Retreat Committee, Habitat for Humanity, Cancer Foundation for Life, Tyler Area Builders Association, Smith County Republican Club, City of Tyler Lake Advisory Committee and recently appointed by Governor Abbott to the Angelina Neches River Authority.

Skip and his wife Stephanie, who he affectionately refers to as the "Redhead," are guardians of four, a Labrador, poodle, lahsa apsa and a hound.

In addition to Ogle and Cheatham, Officers for 2018-2019 include: Shannon Dacus who will serve as Treasurer; Crystal Smart, Visit Tyler; Chad Cargile, Business Development Chairman; Cindy Smoak, Membership Services Chairman; Lee Browning, Area Development Chairman, and Executive Committee-at-large members include: Roy Martinez, Pat Stacey, Ed Broussard, Ivette Zavarce and Shannon Dacus.

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their accomplishments this year, but also need to especially thank our Chair-Elect Skip Ogle, Treasurer; June Cheatham, Area Development Council; Gates Brelsford, Business Development Council; Roy Martinez, Membership Services Council; Myranda George, Business Education Council; Martin Heines, Tyler Hispanic Business Alliance President; Corinna Ruiz, and Visit Tyler Chairman; Kevin Carlile. It was also a pleasure working with these outstanding individuals as well as having the time to get to know them a little better. We are blessed they live in Tyler and choose to serve our community in numerous ways.

Many successful events have been held this year and are too numerous to list in my comments, but we did have outstanding attendance at the 2018 Kick-Off Luncheon, the Energy Summit, the 34th Annual Economic Outlook Luncheon, the State of the City and District (TISD) luncheons, and the B2B Expo. #School is Cool has continued to grow under LaToya's leadership and continues to provide over 2000 backpacks and school supplies to those who might otherwise not have them.

The Chamber will continue working for you in the years ahead and we will be in good hands when Skip Ogle takes the reins as chairman in October. Let me close by saying thank you all for your support and for allowing me to serve as chairman this year. God Bless you all and God Bless Tyler, Texas, the last Great Place.

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, placed on a ballot, and voted on by the entire membership. The seven elected are: Moody Chisholm, UT Health East Texas; David Coble, City of Tyler; Ryan Dickson, True Vine Brewing Company; Kimberly Lewis, Goodwill Industries; Lisa Lujan, Mentoring Minds/WorkHub; Nick Pesina, Jr., Attorney; Robert Springer, Tyler Junior College.

AREA DEVELOPMENT COUNCIL

Gates Brelsford, Area Development Council Chair



TACC AVIATION COMMITTEE

The Aviation Committee, chaired by Jamal Moharer, offered a well-attended, guided tour of the airport runway improvements. Davis Dickson, Airport Manager, made a compelling case for the airport's economic impact on our community. A joint meeting with

the Surface Transportation Committee was held at the All Saints School Center for Innovation. It was well-attended by the community and members of both committees. NETRMA reported on the status of the new Toll 49 north relief route, as well as Segment Six to the East and North. The Aviation Committee decided to partner with the Historical Aviation Memorial Museum at the airport to promote aviation education and aviation career opportunities.

GOVERNMENTAL AFFAIRS COMMITTEE

David Stein directed the Governmental Affairs committee for this program year. Valuable presentations were heard on the road bond election and on efforts to educate the public on the value to the community of the bond proposal. Eric Findlay, of the Findlay Craft Law firm, talked about the changes in patent litigation and the ongoing effect on the local economy. David Stein and Daniel Alders (vice-chair) were panelists for the two League of Women Voters forums. The biannual trip to Washington DC, sponsored by the Texas Association of Business, was in April. Tyler hosted ten attendees, which was the most of any group in the state! Brent Thompson (County Chair of the Republican Party) and Michael Tolbert (County Chair of the Democratic Party) made presentations regarding their respective State Conventions.

SURFACE TRANSPORTATION COMMITTEE

Committee Chair Bryan Rossman led a busy agenda this year! The committee leadership undertook to meet successively with transportation stakeholders: TX DOT, Smith County, City of Tyler Public Works-Traffic and Engineering, to explore how the committee could assist in with their programs. These would include the County Road and Bridge Proposal, NETRMA (Toll 49 expansion), City of Tyler (infrastructure connectivity) etc. The committee strongly endorsed the County Road proposal and undertook to help disseminate information to the Chamber and the community through their existing networks and social

media platforms. A joint meeting was held with the Aviation Committee at the All Saints School Center for Innovation (see Aviation Committee). Michael Howell gave an informative briefing on the visioning work of Tyler MPO-Active Tyler. TXDOT reviewed its current programs for Smith County and Tyler, including discussion on the proposed widening of the 2493 Corridor (Old Jacksonville Hwy).

ENERGY COMMITTEE

The active Energy Committee was chaired by Claude Figueroa this year. The 2018 TACC Energy Summit was held in April of 2018. Attendees heard from Energy Economist Dr. Bernard Weinstein; Texas Railroad Commissioner Christi Craddick; and the CEO of Martin Midstream Partners, Ruben Martin. East Texas panelists from Jasper Ventures, VME and Delek US Inc. outlined their ongoing expansion activities. The committee began to collaborate with Discovery Science Place to promote energy education and highlight energy sector job opportunities for minorities and women. It monitored energy-related legislative issues at the state and federal levels. It noted that the EPA began a two-year delay for the implementation of the Obama-era "Waters of the United States" rule. The committee also continued to support CNG as an environmental-friendly fuel.

VETERANS COMMITTEE

Jim Snow, the driving force behind the Veterans Committee from its inception, continued as its chair this year. The major areas that the committee focused on were: (1) supporting and expanding Tyler's Veteran Discount Program; (2) promoting Tyler at several Veteran/Military events regionally; and (3) supporting the annual Tyler Veterans Entrepreneurship Boot Camp for veterans and families interested in starting their own business. Susan Campbell, of the East Texas Veterans Community Council, presented information about their plans to establish a large Veterans Resource Center in Tyler. The Women Veterans Program was held on June 12, 2018. Tyler was one of several communities across Texas that honored Women Veterans on the special designated day. Ms Adrain Hurst and her organization, THAAT Ranch, presented information on the Veterans Equine Therapies programs. The intent is to expand the overall program to provide a greater opportunity for our veterans and families to reach out for help through the use of equine therapy.

TYLER AREA BUSINESS EDUCATION COUNCIL

Mayor Martin Heines, Tyler Area Business Education Council Chair



Under the leadership of Chairman Martin Heines, the Tyler Area Business Education Council has completed its fifth full year of operations and is hard at work on a number of initiatives for the Tyler Area. The Business Education Council was formed in 2012 with the goal of improving education outcomes to support business and economic development in the Tyler area. The Council has

laid the groundwork for sustainable programs while encouraging local leaders to develop partnerships. The Council supports the strategic plans of the City, school district and colleges by serving on advisory boards and initiating efforts to improve postsecondary educational attainment.

In partnership with Leadership Tyler, Leadership Live – Student Edition was held on September 22 at the Green Acres Crosswalk. More than 200 students throughout Smith County were invited to hear Alex Sheen speak about the impact that commitment can have in a community and globally. The Mayor's Mentorship Achievement Program (MAP) concluded its second successful academic year in May 2018. MAP is a business mentoring program that connects leaders in the business world to students in our community. Thirty-three business professionals from 16 local business organizations were matched with 32 Tyler ISD high school seniors. Mentors and mentees met one-on-one monthly for 90 minutes per session from September to May. The sessions focused on key milestones for senior success. The sessions included, but were not limited to, Free Application for Federal Student Aid (FAFSA) completion, college admissions application submissions, college entrance examination achievement and applicable postsecondary enrollment.

Money for College events were held in October and February at numerous public and private high schools across Smith County. Financial aid administrators from Tyler Junior College and The University of Texas at Tyler assisted approximately 200 families with their financial aid applications. On November 8, Tyler ISD hosted twenty-seven local business leaders on their campuses. Principal for a Day gave business leaders a glimpse into the education world, as well as an understanding

of the strengths and weaknesses of public schools within Tyler ISD. Area business leaders represented 20 business organizations, large and small. Prior to the end of February, Tyler ISD principals had the opportunity to visit the local business leader at their place of employment to encourage an ongoing partnership. The Smith County College Fair was held at the Tyler Rose Garden Center on November 14 during the evening. Nearly 70 colleges and universities from across the nation were in attendance. Students and parents from public, private and homeschools had the opportunity to have their questions answered by recruiters.

More than 250 high school juniors and seniors registered for the 4th Annual Chamber of Commerce Career Connections (C4) that was held on January 12 at the Tyler Junior College West Campus. The program provided Smith County students the opportunity to connect with over 90 local, premier business professionals. These business professionals represented approximately 50 local businesses. The students had the opportunity to attend sessions on financial literacy, career interest, soft skills, resume review and perform mock interviews.

The year ended with a grand back to school celebration, #School is Cool, at Harvey Convention and Rose Garden Centers on the evening of August 2. Parents and students, from Pre-K to grade 12, were provided access to a wide variety of services to help encourage a successful start to the school year. A backpack stuffed with school supplies was given to the first 2,000 students at the event. In addition, students were also given access to free vision screenings, haircuts and immunizations. The event attracted approximately 4,000 Smith County parents and students.

Active members of the Council include the Tyler Area Chamber of Commerce, Tyler Economic Development Corporation, City of Tyler, Tyler Independent School District, Tyler Junior College, The University of Texas at Tyler, The University of Texas Health Science Center at Tyler, Texas College, Brookshire Grocery Company, UT Health East Texas, Tyler Area Hispanic Business Alliance, Regions Bank, Fair Oil and Management, CHRISTUS Trinity Mother Frances Health System, Tyler Pipe, Trane Ingersoll Rand, John Soules Foods, Centene and Greater Texas Capital Corporation.

TYLER YOUNG PROFESSIONALS NETWORK

Kaitlyn Porterfield, Tyler Young Professionals Network President



The year of 2018 has been a year of transformation and growth for the Tyler Young Professionals Network! As the 2018 Leadership entered their ranks, it was decided that the organization was due for an update, and with that came the rebrand and mild restructuring of the group and its bylaws. With a fresh, modern look and mindset, the newly expanded Leadership Board sought to set the bar for the future of TYPN,

and set it high! I'm thrilled and honored to say that this dedicated group of individuals has accomplished even more than we expected since taking office in January.

Besides our unified effort toward a new and clarified brand of TYPN, we've also put large emphasis into becoming even more involved with various charitable organizations within the community. So far in 2018, TYPN has

volunteered in various capacities with organizations such as: St. Paul Children's Foundation, American Cancer Society's Cattle Baron's Gala, SPCA of East Texas and Children's Advocacy Center – with more on the calendar for the remainder of the year! Another continued initiative has been increasing membership. I'm proud to applaud our Membership Chairs on nearly doubling our membership in the first 6 months of the year. We expect to hit a solid 200 by end of year!

The Tyler Young Professionals Networks continually strives to empower our members to connect, grow, and lead. Our hope is, that with the help of our dignified Advisory Board as well as the knowledgeable and informative speakers featured throughout the year, that we have done just that to the best of our ability! We are thrilled to begin the selection process of next year's Leadership Board, looking eagerly toward the bright future of the Tyler Young Professionals Network.

VISIT TYLER

Kevin Carlile, Visit Tyler Chair



The travel and tourism industry is one of the United States' largest industries, generating \$1.2 trillion in travel expenditures this past year. Therefore, it's not surprising that tourism is a key component of a sustainable economy in Tyler. It keeps our property taxes lower and our local companies in business.

Last year, tourists spent \$283 million in Tyler, and the tourism industry directly employed more than 3,000 people.

Visit Tyler, a department of the Tyler Area Chamber of Commerce, is the destination marketing arm of the city. We work hard each year, to promote Tyler as a premier tourist destination for leisure travelers, groups, conventions, sporting events, and more. We provide local businesses and groups free services to help bring and keep your events and meetings local.

Below is just a small snapshot of what the staff has been up to this year.

MARKETING

According to Google, the internet is the top source for both leisure and business travel planning. This year, the Visit Tyler website had one of the strongest Click Through Rates - CTR (people who not only searched for Tyler, Texas, but actually clicked through to the Visit Tyler webpage) in the state with a 16-month average of 7.62%, well above the industry benchmark. This is part of an aggressive digital marketing campaign that continues to place Tyler as a premier tourist destination in East Texas.

Visit Tyler launched a revamped website designed by Route2 Advertising. The new site is user and mobile friendly. It launched in conjunction with Downtown Tyler's new website, and visitors to the sites will be able to navigate seamlessly between the two.

The comprehensive marketing strategy utilizes a variety of marketing mediums including print advertising, collateral materials, digital advertising, social media, and earned media. Because of a limited advertising budget, earned media is crucial to the success of Visit Tyler's marketing campaign. "Earned media" refers to publicity gained through promotional efforts other than paid media advertising. This year, Visit Tyler has garnered approximately \$12 million in free publicity.

CONVENTIONS

Fiscal year 2017-2018 has been very successful for the Convention and Meetings Department with more than 46 new bookings. The estimated economic impact of these bookings will bring more than \$3 million into the local community. They promise to bring more than 8,000 sleeping rooms and 19,000 attendees to Tyler.

Visit Tyler has hosted more than 46 conventions in 2018.

The conventions Tyler hosted this year include: The Early Ford V8 Car Club, the Texas State Federation of Square and Round Dancers, Texas Crime Prevention Association, Texas Shrine Association, The East Texas Peace Officers Association, Texas Christmas Tree Growers Association, and the Shriner Divan Midwinter Conference.

Conventions being held in Tyler in 2018-2019 include: The Texas Grand Chapter of the Order of the Eastern Star, Cowgirl Get Together, Texas Police Chief Leadership Series, UT Tyler Honors Program Regional Conference, Texas State Parliamentarians, Blue Knight Rio Grande Conference and the EasTexFest (an Andrew Palau Evangelistic Event).

SPORTS

The SPORTyler program had another big year. Baker Mayfield, Oklahoma quarterback, was named the fifth winner of The Earl Campbell Tyler Rose Award announced January 10, 2018. You can find out more information at

earlcampbellaward.com and on Facebook. The Earl Campbell website was revamped and upgraded to reflect a more professional look and has also incorporated the Fan Vote as part of the website. The Earl Campbell Tyler Rose Award earned more than \$2.2 million in free publicity for the Tyler area.

The fourth annual Earl Campbell Tyler Rose Award scholarship recipient was announced: Emmanuel Daniels from John Tyler High School. This \$5,000 scholarship is awarded to an area athlete each year who demonstrates success on and off the field, exemplifying the enduring characteristics that define Earl Campbell: integrity, teamwork, sportsmanship, persistence, and community involvement.

The East Texas Kick-Off Luncheon celebrated its 13th year with approximately 450 people in attendance and 30 schools represented. Dale Hansen, WFAA Channel 8 Dallas, Sports Anchor was the guest speaker.

Junior Golf continued to thrive in Tyler. The North Texas PGA and SPORTyler hosted their 13th Annual Azalea Trail Junior Golf Classic, and the 10th Annual Tyler Rose Championship was hosted by the Texas Junior Golf Tour.

The Texas State Open returned to Tyler this year and was held at The Cascades golf club. More than 150 golfers participated with Ben Kern from Georgetown taking home the trophy. The Texas State Open will return to Tyler next year.

The Texas East State Little League tournament also returned to Tyler with 340 participants.

Other new events this year included the RBC Tyler Pro Am, which will be returning this year to Tyler Athletic and Swim Club, the Boulderling Down Rock Climbing competition, and the High School Bass Federation State Championship.

TOURISM

The Azalea & Spring Flower Trail and Tyler Rose Season continue to be events that draw thousands of visitors yearly into the Rose Capital of America. The 2017 Rose Season generated more than \$1.83 million.

The 2018 Azalea & Spring Flower Trail had an economic impact of \$1.88 million, an increase of about 2.3% from 2017.

In an effort to continue to increase holiday tourism, Visit Tyler continued to promote Rose City Christmas and the "Azalea District Trail of Lights." Azalea District homeowners were encouraged to decorate for the holidays and light up their homes in order to entice visitors to come to Tyler during one of the slower months of the year. A contest was held to generate excitement amongst the homeowners. Several Tyler partners donated services and goodies for gift baskets for the contest winners. There were three winners, and each basket was valued at \$450. The homeowners contest was a hit and will be returning this year. Visitors enjoyed the added attraction as well. Guests could drive or ride a shuttle through the Azalea District, to see the lights. The 'Trail of Lights' continues to be a work in progress and is becoming more and more popular each year.

Visit Tyler continued the destination training program: "Keepin' Tyler Rosy." During the seasons that Tyler has a big influx of visitors, it is important for the entire community to put its best foot forward. The program trains frontline employees in all types of businesses in the area to better serve visitors while they are in town. The idea is to get visitors to stay longer, enjoy everything Tyler has to offer, and make a return trip in the future. At the end of the training, each attendee is named an official "Keepin' Tyler Rosy Ambassador." The trainings are held in December and June each year and have 30-35 participants. The program has been very successful and continues to gain momentum.

Our future here in Tyler is bright. We invite you to join us in our mission by being a tourist in your own backyard. Supporting tourism efforts will benefit the community by creating a positive economic impact and stronger partnerships between businesses in town. Help us grow Tyler by keeping your business local.

TYLER HISPANIC BUSINESS ALLIANCE

Corrina Ruiz, Tyler Hispanic Business Alliance President



The Tyler Hispanic Business Alliance exists to be the leading advocate for economic growth and community development in the Hispanic community of East Texas. Over ten years ago, representatives from various business and education interests began to brainstorm on options and methods of how to serve the rapidly growing Hispanic business sector in the Tyler Metropolitan Area. These representatives included the Tyler Area Chamber of Commerce, Tyler Economic

Development Council, City of Tyler, East Texas Hispanic Business Forum, Hispanic Leadership Council, Fourth Partner Foundation, The University of Texas at Tyler College of Business and Technology, Tyler Junior College's Small Business Development Center, and the Tyler Morning Telegraph.

With the input of these civic, governmental, business, and educational leaders, the Tyler Hispanic Business Alliance was formed in 2007 to facilitate and foster Hispanic business development in Tyler through collaboration among new and existing business related programs and agencies. Today, the Tyler HBA has established itself as the premier hub and point of contact for all Hispanic business and community affairs in the Tyler Metropolitan Area.

The Tyler Hispanic Business Alliance (HBA) works continually under the leadership of its President/CEO, Nancy Rangel. This year, Corinna Ruiz served as Board Chair for the Tyler HBA and began its 10th year of serving the Hispanic community of East Texas. The program year began in October with the Annual Hispanic Achievers & Business Leaders Awards held during Hispanic Heritage Month. The event gathered more than 600 individuals from all sectors of the community in order to honor nine Hispanic business and community leaders who have played key roles in the shaping of our great City of Tyler and its Metropolitan Area. The event celebrated businesses for their entrepreneurial spirit, character, courage and conviction. The keynote speaker was Richard Montañez, the inventor of the Flamin' Hot Cheetos and Executive Vice President of Multicultural Sales for PepsiCo America.

The Tyler Hispanic Business Alliance launched and expanded its Hispanic Entrepreneurship and Small Business Training courses to "mentor and grow tomorrow's entrepreneurs and leaders." The goal is to offer these business trainings to foster, grow, and develop Hispanic and Latino businesses in Tyler and East Texas so that they in turn, can make an impact in the infrastructure

of our great City. The course trainings provide a study of the concepts and skills necessary for starting and operating a small business including business planning, organizing, managing, staffing, financing, marketing, and accounting functions. The Tyler HBA Entrepreneurship and Small Business Trainings began as a partnership with the Literacy Council of Tyler and graduated three classes.

The Tyler HBA completed its year by hosting its second Rose City Fiesta event at Bergfeld Park during the Hispanic Heritage Celebration Month. The HBA's Rose City Fiesta showcased the flavors, visuals, sounds, and art of what make the Hispanic cultural heritage unique and diverse. Some of the sponsors included Brookshire Grocery Company, Super 1 Foods, and Ford Motor Company. Sponsors were given the opportunity to promote their business products and/or services and increase their company's visibility and exposure to a large population of the Hispanic community in East Texas. The event also showcased live music and performances by several music groups, Mariachi's, Aztec cultural dancers, folkloric routines, and the Consulate General of Mexico in Dallas conducted the synchronized call-and-response ceremony that dates back centuries called "El Grito de Independencia." Rose City Fiesta is the first and only Hispanic celebration held in observance of Hispanic Heritage Month in this area, and it was organized because of the shown support of its community, sponsors, and board leadership.

The Tyler HBA is led by President/CEO, Nancy A. Rangel. Nancy has been an integral part of the continued success of the HBA. Her leadership, organizational, and strategic planning skills have assisted the HBA during its initial transition years and its continued growth. Events hosted by the HBA included the 10th Annual Hispanic Achievers & Business Leaders Awards, Hispanic Entrepreneurship & Small Business Trainings, Annual "El Camino al Colegio," co-sponsored with UT Tyler, Tyler Junior College, Tyler Area Chamber of Commerce, Texas College, and Business Educational Council for parents and students, and its 2nd Annual Rose City Fiesta.

Tyler HBA Executive Officers for 2015-2016 include: Corinna Ruiz, Chair; Ivette Zavarce, Chair-Elect; Don Warren, Secretary; Aaron Martinez, Treasurer; Jim Bodenhamer, Past Chair.

Tyler HBA Board of Directors for 2015-2016 include: Henry Bell, Daniel Gamez, Fred Garza, Erika Gonzalez, Nidia A. Hassan, Claude Henry, Reeve Jackson, Lisa Lujan, Tom Mullins, Dolores Price, Dan Velie, and Juan Yañez.



VOLUNTEER OF THE 4TH QUARTER

Volunteer of the 4th Quarter 2017-18 is David Coble, pictured with Skip Ogle (left) and Lee Browning (right).

Coble is recognized for his work on #SchoolisCool.

ribbon cuttings



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contactor talk



B.J. Hornbostel June

The Regional Coordinator for United Heritage Credit Union, B.J. is a longtime member of the Contact Club

and was named a Life Member in 2004. She has served the Chamber in many leadership roles over the years including Chairman of the Senior Resource Committee, Business Services Council and Membership Services Council. In the Contact Club she has earned 25 Production Awards and in 2010 B.J. was presented with the Mary Howes Award. She has served as Past president of the Rotary Club and is on the Board of Directors of Tyler Family Circle of Care, Tyler Together, and the Better Business Bureau of East Texas.



Myranda George July

Myranda is serving in her 4th year on the Contact Club and

currently serves as Chairman as well as a member of the Chamber Board. She has earned 10 Production Awards. Myranda is the owner of Myranda Ayla Designs, LLC and also serves as a member of the Tyler Area Builders Association and the ICSC (International Council of Shopping Centers). She and her husband, Jacob, have one daughter, Eva.



Troy Bohl August

A first year member of the Contact Club, Troy is Contactor of the Month

for August. He serves as a Vice President at Texas Bank & Trust. In the community, Troy serves as a Board Member of the East Texas Crisis Center and on the Development Committee for Smith County Habitat for Humanity. He and his wife, Callie as well as their 3 children are members of Flint Baptist Church.



Brad Farr September

Contactor of the Month for September, Brad is serving his 5th year in

the Contact Club and has earned 5 Production Awards. He is the East Texas Mortgage Lending Officer for Regions Bank. Brad and his wife Tami are parents of Braden and Aubrey and their family attends Rose Heights Church where Brad is involved with youth ministry.

MEMBERSHIP SERVICES COUNCIL

Myranda George, Membership Services Council Chair



What a privilege to lead a group of highly motivated and energetic volunteers that all have the same goal – to grow our Tyler community and our chamber. As the TACC Membership Services Chair, I have worked closely with Cindy Smoak (chair-elect) to create new member goals and bring on-going enthusiasm to our contact club through our meetings, expos, ribbon cuttings, luncheons and events. We had a very exciting year as we got our volunteers and community involved in the city wide Membership Drive

Campaign that lasted 2.5 days. It was an honor to participate and watch as 300 volunteers, piled in the Genecov Room, competitively used their contacts and networks to bring in new memberships from our community. To kickstart the campaign we paraded into the Genecov room with our teams, volunteers were decked out in their team colors and props and the enthusiasm was infectious. During our first shift, which was three hours, we recruited over 178 new members and by the end of the day we were quickly rounding 300 new members. By the end of the 2.5 days the TACC welcomed 678 new members and raised over \$180,000! WOW!

The TACC works under the leadership of Tom Mullins and Henry Bell, to promote our community as a great place to live and work. The Contact Club are a group of volunteers that are the outgoing and driven sales team and “face” of our community. We are the first ones to welcome new businesses and show our

appreciation by hosting their ribbon cuttings and touring their place of business. We maintain existing accounts and bring in new memberships. We invite and educate our members through our annual Business 2 Business and Senior Business Expo, Quarterly Member Luncheon, Quarterly Small Business Breakfast, Monthly Business After Hours and various other networking opportunities. Our events are coordinated through local business professionals within our volunteer network.

Your TACC Membership Services team is a group of 30+ volunteers who applied and were voted by existing contactors to ensure that they were the right fit for this high level of energy lead volunteers. These diverse business professionals allocate time and spread contagious positive energy to the community. We are constantly reaching out to local businesses assisting in network opportunities or promoting their business. Meetings are held every month to reflect on our numbers and assign pending renewals to maintain all the existing accounts. Working so close together, this group is very special and feels like family.

This is YOUR community and WE ARE Tyler. If you are looking to get involved or know an existing or new business that wants local support please send them our way! Everyone in the Chair position has left their mark on the Contact Club and we keep improving it every year. This year has flown by and I cannot wait to see what Cindy Smoak has in store for next year.

BUSINESS DEVELOPMENT COUNCIL

Roy Martinez, Business Development Council Chair



EDUCATION / HUMAN RESOURCES COMMITTEE

The Education / Human Resources Committee chaired by Jim Bell, held the 4th annual C4/Chamber of Commerce Career Connection at the TJC West Campus. C4 is an opportunity for students from area school districts, including private schools, to listen and interact with business professionals. These professionals share insights for students who are looking into their future.

The event doubled with over 200 students, which speaks to the value this event brings to area students. In January committee also hosted the Business Education Workshop at the Business Expo. Guest speakers shared information ranging from managing a multi-generational workplace to cyber security to political influences on the business environment. One of the great impacts the committee had on the community was the 5th annual School is Cool event held in August. This event promotes student preparedness for the coming school year. It was a huge success with over 2,000 backpacks full of school supplies handed out to students. Numerous vendors took part by donating time, funds and services to help prepare our students for their upcoming year.

MEDICAL COMMITTEE

The Medical Committee, chaired by Kimberly Ashley, supported the Fit City Tyler health and wellness coalition and the Texas Healthy Communities Program. Kimberly and her team brought to the forefront the tremendous impact mental health has on communities such as ours. Local attorney, Don Kent, who suffers from Lewy Body Dementia (like Alzheimer's, a brain disorder of its own), was gracious enough to share what it is like to live with a brain disease. He and his wife further shared the impact on the family and friends who also must learn how to live with and support their loved ones who suffer from mental illnesses. The committee also joined forces with medical professionals and organizations to bring to light the long-term health challenges on our region caused by smoking. The studies showed strong correlations between smoking and low education rates. As awareness

increases we hope to increase the overall health of our community. The medical industry like other industries is an important cog in our community for business and quality of life so we thank the committee for promoting the amazing resources we have in our backyard.

SENIOR RESOURCE COMMITTEE

The Senior Resource Development Committee chaired by Courtney Klepfer had a busy year starting with the Senior Health & Living Expo in October where over 1,200 were in attendance. The event had 70 different vendors and resource providers support the event with education and on-site services. In late March the committee hosted the Senior Celebrating Life event with a theme of “It’s a WONDER-ful WORLD.” The free event included breakout sessions covering a variety of topics including Gardening, Safety Tips, Staying Fit, Travel and Financial matters. These events continue to prove how much our community and businesses have to share and be benefited from our wonderful seniors.

TECHNOLOGY COMMITTEE

The Technology Committee with Kelby Hill as Chairman hosted the Tech4Tyler Hackathon in November, a two-day event allowing participants to form teams and create an innovative tech solution for real life problems. The event brought developers from across the country to Tyler, realizing the growing pool of talent we have in East Texas. The committee also engaged with local businesses and organizations such as Goodwill Industries to bring awareness of the local technology resources we have in the region. Kimberly Lewis, Director of Goodwill, shared their new training program to help job applicants with soft skills to prepare the candidates for the job market.

The committee also worked with City of Tyler to bring awareness to Innovation Pipeline which is focused on growing more technology companies and supporting entrepreneurs. The committee also supported the Business / HR committee with a collaboration session focusing on the big picture technology moves that present opportunities for the Greater Tyler Area.

new member talk

1 in 3 Foundation	B & D Electrical	Ceaugry & W.B. Houston Center	Cycology Bike Co.	East Texas Veterans Community Council
1836 Texas Kitchen	B & E Construction	Cecil and Lou	Cyndi Foster - New York Life	East to West Surveying, Inc.
2 Guys RV and Storage	Barrera Painting	Center for Creative Media	D & N Grocery	Edmentum
4M Construction Services	Baxter Sales Co., Inc.	Centralized Credentialing Service	Dairy Queen/Broadway	Edward Jones / Kerry White
AARCO Insurance Agency	Beck Architecture, LLC	Champion EMS	Dairy Queens of Tyler	Edward Jones/Daniel Lyons
Abilities Success Inc	Beef Jerky Outlet	Chapman Hills	Damron A/C & Heating	Elias Tile Installers
ABS T-Shirt Graphics	Bella Vista	Charles Hill	Dana Cargile	Elite Bicycle
Access Direct Platinum	Ben E Keith Food Service	Children's Clothing Consignment	Dance-N-Drill	Elite Lone Star Baseball LLC
Accessible Texas	Best Medicare Plans	Choice Properties LLC	Darrell Flatt	Engineered Canopy Systems
Ace Paint Contracting	Beta Phi Beta Sorority - Zeta Kappa Zeta	Chris Jackson - Trico Enterprises, Inc.	David Detten	Enright Group
Achieve Financial Group, LLC	Biggs & Greenslade Law Texas	CHRISTUS Health Plan	David Hunter	Enright Group
Action Cleaning Systems	Billy L. Nabors Demolition	CHRISTUS NETX Construction	David Kurt Realtor	Envision Land Co. LLC
Additions	Biomax	Christus TMF Flight for Life	David Wade Gourmet	ERI Consulting, Inc.
Air Med International	BK Carpentry	Christy Hanson	Davis Exterminating Service	Escapology & Urban Air Adventure Park
Air Quality Associates, Inc	Blazer Electric	Clayton Carroll	Dayspring United Methodist Church	ETA 1 Volleyball
AJ Concrete	Black Nurses Rock	Clinical Pathology Laboratories	DC Roofing	ETX Telephone Cooperative
Al Hafner Tuning	Blazer Mechanical	Clint Cook	DellEMC Corporation	European Automotive
Alan R. Jackson	Blowing Green LLC	Cloud Ingenuity, LLC	Derek Shilling	Exclusively Yours Advertising
Alanna Crawford	Blue Star Plumbers	CM Management Services	Deron Dacus, Attorney at Law	Executive Press
Alex & Afton Vintedge	Boab Inc	Compass Neurology	Derrith Bondurant	Eye Surgery Center of East Texas
All Pro Paint & Wall Covering	Board & Brush Lindale	Complete System Balance	Dolly Wolf	Faith Tabernance Church of Deliverance
Allegiance Home Health Services, LLC	Bob Westbrook	Complete Weddings & Events of East Texas	Domestic Energy	Fantasy and Fairytale Floral Design
Allergy Partners of East Texas	Boston Scientific	Contact Waterproofing	Don Etheredge	Farmers Insurance
Allied Tree Service	Boyd Metals, Inc	Cooper Empire	Douglas&Maxine Flatt	Farmers Insurance / Licea Insurance Group
Allure Group	Braswell Paint Co.	Cooper Impact Investments	Dr. Eddie Dunn / Early College	Farmers Seafood
Amanda Folmar	Breakers Seafood Restaurant	Corazon Natural Beef	Dr. Rod Mabry	Farrah Fassang
Ameresco	Brian Thompson	Core Construction	Drake Business Service	Fate Real Estate
American Home Shield	Brick Street Steakhouse	Corgan	Dream Homes	FC Dallas-East Texas
Amy Witt	Broadway Barber Shop	Corinth Missionary Baptist Church	Drew Landes	Fiber Network Solutions, Inc
Andrea Lamb Designs, LLC	Brooks-Sterling & Garrett Funeral	CR Scrubs	DT Law LLC	Finance of America Mortgage
Andy Tindel	Brown & Bigelow, Inc	Creme Lure / Knight Mfg.	E&P Services Group	Fire Teck
Angel Layettes	Brownlow & Sons Garden Works, LLC	Crest Process Systems Inc.	Eagle Fuel & Oil	Firetrol
APTX	BSN Sports	Crosspoint Lending Group	Earle D. Crim, Jr.	Fit City Tyler / Net Health
Aramark - CHRISTUS	Buckelew Food Service Equipment	Crothal Biomet Services	East Texas Cares Resource Center (formerly Tyler Aids)	Fitech Payment LLC
Arroyo Land & Minerals LLC	Burkett Firm PC	Crystal Clear Insurance	East Texas Chapter of the Links, Inc.	Floor Works
Artisan Crete of Tyler	BWEC West	Crystal Springs Liquor-Beer-Wine	East Texas Collision Repair	Flooring Liquidators
ASAP Roofing & Construction	C. Cooper Custom Homes, Inc.	CTCU Foundation	East Texas Council on Alcoholism and Drug Abuse	Focused Advocacy
Ashcraft Marble	Cagle Auto Group	CTCU-Board of Directors	East Texas Lighthouse for the Blind	Fountain Plumbing Inc.
Athletic Supply	Cannon Construction	CTCU-Consumer Loans	East Texas Maintenance	Foxy Metke - Reading Evangelist - TJC Assoc Membership
Athletic Supply - BJ Anderson	Cardinal Health	CTCU-Marketing / Business Development	East Texas Symphony Orchestra	Fry Equipment, LLC
Austin Bank-Lindale	Carefree Janitorial Supply	CTCU-Operations	East Texas Tint & Touch Up	
Austin Reeve Jackson	Carol Conover	CTCU-Real Estate	East Texas Treatment Center	
Avenue Mortgage	Catering Tyler	Custom Contractors Insurance, LLC	East Texas Triathletes	
Azalea Dental	Cates Construction LLC			
Azalea Surgical Products, Inc				

new member talk

Gabriel / Jordan Buick GMC	Huawei Americas	Kenneth E. Raney, P.C. Attorney at Law	McIntyre Plumbing	Our Saviour's Lutheran Church
Garage Bar	Iglesias Law Firm PLLC	Kenny Sigler/Literacy Council of Tyler	Meadows Homes LLC	Padgett Masonry
Garden Style	In-Flight Business Solutions 610	Kevin Cameron CPA	MedTrakRx	Pam Frederick
Gary Bristow	Ingrid Young-Brookshire	Kim Braly/Threlkeld Benefit EBC Partners	Meela Mejia	Paramedics Plus
Geopier Foundation Company	Integrity Turf Management, Inc.	Kim Thompson	MeGriff Insurance Service	Patriot Electric
George P. Bane, Inc	Interlink/Dawn Rhodes	La Quinta Inn & Suites Tyler South	Melynda Hensley	Patriot Restaurant Delivery
GGTG, LLC	International Construction Data, Inc.	Lamar Companies LLC	MEP Associates Design Group, Inc.	PBK Architects
Gilpin Roofing	ISU-Companion Life	Landmark Credit	Michael Craig - Harris Craig Architects, Inc.	Perfection Correction, LLC
Glass Services LLC	iTRI365, LLC	Landmark Roofing	Microsoft Corporation	Petty's Irrigation Landscape Pest Control
Globus Medical	J & E Kairos Investments LLC	Lane Pest Control	Mighty Auto Parts of East Texas	PHI Air Medical
Gloria R Sanchez	J C Manufacturing Inc.	Lara Eastburn Digital	Mike Hines	Piada Italian Street Food
Gollob Morgan Peddy P.C.	J Michael Johnson PC	Laura Corbett - REMAX	Mike's Wholesale	Pine Creek Dental
Granite Division Inc.	J S Latson Construction LLC	Leadership Class 30/Don Warren	Miller, Shelton & Pace	Platinum Communication Solutions
Green Acres Bowl	James Murphy	Leadership Tyler Class 19	Mills Multimedia	Pneumatech Safety Systems
Griffin Technology Services	James Sheridan	Lee Montgomery	Mindray North America	Pokey O's Tyler - Cookies & Ice Cream Dessert Truck We are a mobile food truck
Guaranteed Rate Affirmity	Jason Proctor	Lee's Plumbing	Mitch Andrews	POPG Construction
Guitar Center	Jason Riddle Superior	Lemons Auctioneers, LLP	Momentum Complete Care	Porter Law Firm
H&P Septic, LLC	Roofing Associate Sales Rep	Life Fitness/Hammer Strength	Montez Creekside Kitchen	Posados Cafe
Halo Surveying, LLC	JD Byrider	Lifetime Flooring Creations, LLC	Moran Law Firm	Poseidon Power Wash
Hampe Law Firm	Jeana Lefler Entities	Lindale Economic Development	Morrison Supply Co.	Precision Drafting
Hand Nursery	Jennifer Bailey	Lindale Floral Shop	Mosby Mechanical Co., Inc.	Precision Refrigeration
Hangers of Hope	Jennifer Henry	Lone Star Furnishings	MPA Fireworks	Presidio
Hanks Construction LLC	Jet Center of Tyler	Lonestar Foundation Repair	Murphy & Baker Law Firm	Prime Carpet & Air Duct Cleaning, LLC
Hardy Wealth Management Group of Wells Fargo Advisors/Steve Hardy	Jewel	Longview Glass Company, LLC	Musco Lighting/Frank Heys	Pristine Image Med Spa
Hartvickson & Associates, Inc. dba Quantum Ascendance	Jim Speier	Madres Pimento Cheese With A Kick, LLC	Music Mountain Water	Pro Clean Restoration
Heart of Tyler	Jim Teeter	Manny's Tex-Mex	My Sister's Room	Pro Slab Foundation
Hellas Construction	JK Hatcher Custom Homes	Margie Phillips	My Texas Estate Plan PLLC	Promise Academy
Henry & Peters CPA	JLS Enterprises	Mark III Systems, Inc	N2 Publishing-Hollytree Life & Woods Living Magazines	Pronet Solutions Corporation
Henry Honsicker	Joe T. Jones, CPA	Mark Sukiennik	Nardis, Inc.	Pure Barre Tyler
Herff Jones	John Dean	Marque Ross - Tyler Home Mortgage	Nathan Hughes, D.D.S.	Quality Lawn Care
Hester Plumbing	John Hardy	Mary's Reflexology & Trinity Healing	Nations Auto Transport	R. Gilpin Inc
Hiland Dairy Foods	John L. Smith	Matt Roy Custom Woodworks	Natural Health Chiropractic	R.J. Jewelers
Hilltop Concrete, LLC	John Landes - TISD Governmental Affairs	Mauch Plumbing	ND Williams Timber Co.	Rainbow Sealcoat Inc. (L&L Asphalt Corp.)
Hiway 80 Rescue Mission	John Spencer	Maverick Oilfield Services	Nekter Juice Bar	Ramsey Fritz
Hiway 80 Rescue Mission / Gateway to Hope	John Tyler - Balfour	Maverick Well Service, LLC	Network Cabling Service Inc.	Randy Bullock
Hollie Paul	Johnson Controls Inc	Maya Properties	Newman Construction MGT	Randy Marshall
Homes & Land of East Texas	Jonn Spradlin Design, LLC	McCarthy Building Companies, Inc.	Nicholas Humphrey Homes LLC	Rank One Sport
Homes by Matthew Peer LLC	Jorge Aagon-Farmers Insurance Co.	McCown Engineering LLC	Northwestern Mutual - Al Flanagan, CFP, CLU	Ratliff Renovation
Hope Springs Water	Journal Communications	McDonald Transit/RATP Dev. USA	OHI - Marvin Fairman	Rawley Sanchez
Hospice Connection	Jucy's	McDonalds - 5th St.	Optum	Ray McKinney - Genecov Investments LTD
Hospital Housekeeping Systems, LLC	Kameron Ainsworth Photography	McDonalds - Gentry Pkwy	Oreck Tyler	
Household Properties LLC	Kathleen Wallace		Orion Pipeline LLC	
HPAT	Katz for Texas House 6		Oscar Mejia	
	Kea General Contractors, LLC			
	Kellybilt Construction			

new member talk

Raymond James	Skyhawk Brangus	Sunnybrook Tree Service	TISD / Elementary Schools	Tyler Tree Committee
Ready, Set, Grow dba Learning Center	Slim Chickens	Super Nail & Spa	TISD / Elementary Schools	Tyler Veterinary Center
RealEdge Real Estate/Annie Dwyer	SmartPhone ER	Superior Roofing/Jimi Mamifredi	TISD / Executive Directors	UBS Financial Services
Red Fire Grille	Smith County Area Go Texan	Supplyworks	TISD / Marty Crawford	UBS-East Texas
REL National Honor Society / Dan Crawford	Smith Home Builders	Symmetry Turf Installations	TJC - North	Unique HR
Remington Alarm	Smith Legal	SYNFX Creative Services	TJC School of Professional & Technical Programs	US Merit
Rentacrate Enterprises, LLC	Smith Temple Church of God in Christ	Sysco	TJC West Campus	UT Health East Texas EMS
Rize Medical	Smith-Fab	Tasneem Raja	Today's Vision - The One to See	Vasso Design Associates Inc
Robbery Investigators of Texas	SMN, LLC	Tempest Golf Course	Toole's Painting	VCR Now
Robert Dodd	Snelling/Greg Adcock	Ten Point Construction	Tosha Bjork /Assistant Superintendent of Finance and Operations	Velocity Solutions, LLC
Robert E. Lee High- Balfour	Soci Group	Terracon Doug Palmer	Travis Tague / Superior Roofing	Vickery Law Firm
Robert Forbes / Longview Glass Company LLC	Southern Roots Steel Erectors	Terry Albea Inspections	Treatment and Learning Center (Andrews Center)	Vicki Smith-ERA The Property Shop
Robert W. Fredrick M.D.	Southern Surgical Arts	Terry Hoffman	Trendsetter Construction Inc.	Victory Lake Center L.P.
Robin Cromer / Financial Advisor	Southline Services	Terry Hoyle	Trent Technologies Inc.	Warren Painting & Drywall LLC
Romero's Concrete Construction	Sparkles Janitorial Service	Texas Farm Bureau Insurance	Triple J's	Waypoint Digital Networks
Ronald K. Jones / Chief of Staff Tyler ISD	Specialized Public Finance Inc	Texas Farm Bureau Insurance	TruDesign	WC Hundley and Associates
Rose Capital West Little League	Speed of Light XRay	Texas Farm Credit	Turtle Creek Surgery Center	We RV Champions of Tyler, LLC
Rose City Eco Wash	Sports Zone Bar & Grill	Texas Filter Service, Inc.	TWBK, LLC	Weed Man
Rosemary Jones	St. James C.M.E Church	Texas Health Institute	Tyler Area Chamber of Commerce	Wes Killingsworth / KPE Engineering
Rotolo's Pizzeria	Stainless Steel Fabricators Ltd.	Texas Organics	Tyler Area Credit Unions Chapter	Which Wich Superior Sandwiches
Rowland Psychology, PLLC	Stanley Overhead Doors	Texas State of Mind Coffee Company	Tyler Home Mortgage LLC	Whitehouse Family Medical
Roy Martinez	Stantec	Texas State Railroad	Tyler Home Mortgage	Whitehouse FFA Alumni & Friends
Rudd Fire Protection Inc	Starfish Ad Age	Texas Sustainable Industries	Teri Killingsworth	Wienerland
Ruelle Restorations	State Farm Insurance & Financial Services	The Blaze / Mega 99.3	Tyler Home Mortgage / Leo Lynch	Wildwood
Sarah Labat, Realtor	State Farm-Joey Saurette	The Boulders at Lake Tyler	Martin Orrostieta	William H. Lively Jr. PLLC
Say Cheese	Stephen F. Austin State University Center for Career & Professional Development	The Bradley Clinic	Tyler ISD High School	Windhorse YOGA Studio
Scandrill Inc.	Stephen Perkins	The Catch - Old Jacksonville Hwy	Tyler ISD Math Dept	Winn Tile Company
Schlotzsky Deli	Stephenson Pharmacy	The Chariot Bus Lines	Tyler ISD Middle Schools	Winona Orchards
School Moving Service	Sterile Compounding Resources	The Interlocal Purchasing System	Tyler Junior College Football	Winvia Properties LLC
Seals Integrated Services of Texas LLC	Steve Guy Associate Smith County Bar	The Markim Group	Tyler Lending Group	WM Miller Construction Co. Inc
Shaw Sports Turf	Steve Wiggs / Austin Bank	The Means Company	Tyler Lions Youth Sports	Women's Fund of Smith County
SHEARER SUPPLY	Steven McDonald	The Original Pancake House	Tyler Little Dribbles	Wood Real Estate Group
Shiloh Village Partners LLC	Steven Poole	The PHNX21creative Agency	Tyler Lofts	Worth Planning Group
Sid Networks	Stiles Electric	The Porch at ETX	Tyler Millwork & Supply, Inc.	WRA Architects
Sight.org	StoneRidge Pools	The Property Shoppe	Tyler Police Department	Yarbrough Wilcox PLLC
Signature Consulting	Strutters Charitable Foundations	The Ranch at Pine Mountain	Tyler Red Raiders Youth Football, Inc.	Yonna Yelverton
Simply Green Lawn Care	Stumpy Cider Company, LLC	The Winsford Group	Tyler Southpark Center	Young & Stokes Masonry
Site One	Summit Dermatology	Thompson Architectural Group, Inc.		Younger Partners Property Service
Skip Ogle Homes, LLC	Summit Mirror & Glass	Throckmorton CPA		Younglife Tyler
		Tint Shop Texas Tint Shop Texas		Z Floor Sport Flooring
		TISD - Bilingual		
		TISD Communication		
		TISD-TV		

tacc officers

2017-2018

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 Chairman-Elect of the Board.....Skip Ogle
 Past Chairman of the BoardClaude E. Henry
 President / CEOTom Mullins
 Chief Operating Officer.....Henry Bell
 Treasurer.....June Cheatham

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 Business Development Council, ChairmanRoy Martinez
 Membership Services Council Chairman.....Myranda George
 Business Education Council ChairmanMartin Heines
 Tyler Hispanic Business Alliance PresidentCorinna Ruiz
 Visit Tyler ChairmanKevin Carlile

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