



GREATER SAN MARCOS

PARTNERSHIP

GreaterSanMarcosTX.com

2022 ANNUAL REPORT

For information regarding the benefits of becoming an investor, please contact:

Jennifer Rogers

Manager of Investor Relations

512.781.3035

JenniferR@GreaterSanMarcosTX.com

UNMATCHED SUCCESS

in the Texas Innovation Corridor

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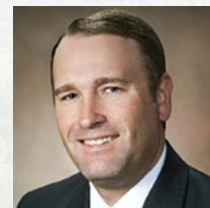


*The opportunity for
business growth in the
Texas Innovation Corridor
is simply **unmatched.***



J. J. Giuliotti

Jason J. Giuliotti
President
GSMP



John Schawe

John Schawe
Board Chair
GSMP

In fiscal year 2022, the Greater San Marcos Partnership closed on **9 new company announcements**, including the first-ever \$1 billion announcement in our region, the first-ever one-million-square-foot industrial facility in Caldwell County and the first-ever one-million-square-foot speculative industrial facility in Hays County.

Additionally, GSMP's efforts secured more than 2,500 new jobs with \$2 billion in capital investment, more than **\$284 million** in new tax base revenue for the public sector, and mostly importantly, developed a record-setting **\$140 billion prospect pipeline**. This is more than double the entire pipeline of GSMP's history combined.

More than 30 major companies have selected the Texas Innovation Corridor since 2020, not including the many future employers who are

now considering our two-county region as their future home. Projects now consistently come in with multi-billion dollar capital expenditures and thousands of jobs per project, giving a preview of our region's future opportunities.

This compounding success is only possible because of the incredible business community we have in Hays and Caldwell Counties. No other place in the country has the same engaged effort as our footprint's public and private partners, workforce developers, business leaders, economic developers and volunteers who work together create the best place in the country to do business. We thank each and every one of them who make these results possible.

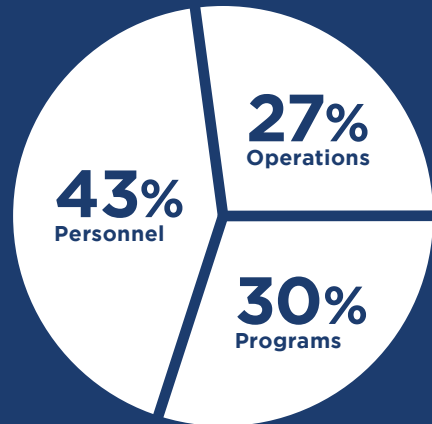
Quality growth is here to stay, and GSMP is excited to bring even more economic prosperity to the Texas Innovation Corridor.

GSMP Financial Statements

\$5 BILLION
In annual economic output for Hays & Caldwell Counties

9,461 direct jobs | **\$3.1 billion** in capital investment

View complete economic impact report at greatersanmarcostx.com/2022impact.



TOTAL INCOME:
\$1,800,000

Percentages may not equal to 100% due to rounding.

EXPENSES	
Personnel	\$777,000.00
Programs	\$538,000.00
Operations	\$485,000.00
TOTAL EXPENSES	\$1,800,000.00

IMPACT OF GSMP ANNUAL ECONOMIC OUTPUT

\$5B+

GSMP's annual economic output is the equivalent of paying all tolls along the full length of SH 130 more than 222 million times.

9,461 DIRECT JOBS

GSMP's efforts have brought enough jobs to the Texas Innovation Corridor for every adult in Dripping Springs and Luling combined.

IMPACT OF GSMP FISCAL YEAR 2022 BY THE NUMBERS

\$140B+ **PROSPECT PIPELINE**

GSMP's FY 22 prospect pipeline is the financial equivalent of 2.8 million full-ride scholarships to Texas State University.

\$2B CAPITAL INVESTMENT **4M+ SQUARE FEET**

GSMP's capital investment secured in FY 22

The square footage of these projects is equal in size to more than 69 football fields.

\$284M+ **PROJECTED NEW TAX REVENUES**

The new tax revenues brought in by these FY 22 projects can pay for the equivalent of three major road bonds.

2,500+ JOBS The number of jobs brought in by GSMP's FY 22 projects

GSMP secured nine wins for

the Texas Innovation Corridor in fiscal year 2022, representing 2,500+ jobs, \$2 billion in capital investment, more than \$284 million in new tax revenue and more than 4 million new square feet of space coming online.

Company wins include:

- Chem-Energy
- CED Greentech
- Redbird Flight Simulations
- Iron Ox
- Buc-ee's
- Ziegenfelder Company
- Hill Country Studios
- Alliance Industrial Co.
- Majestic Realty



Scan for all Recent Locations & Expansions



**GREATER
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PARTNERSHIP
2022 TIMELINE

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*GSMP is named EDO of the Year by the **International Economic Development Council**.*



OCTOBER



*GSMP is recognized by the **Texas Economic Development Council** for exemplary achievement in resilience and recovery.*

***Chem-Energy** announces the first-ever \$1B+ project in Texas Innovation Corridor.*



NOVEMBER



***CED Greentech** announces a Buda location.*



*GSMP conducts the **Get HIRED! Job Fair**.*



DECEMBER

***Redbird Flight Simulations** announces a Kyle location.*



***Iron Ox** announces an expansion in Lockhart. It is the first 1M+ sq ft project in Caldwell County history.*

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GSMP helps cut the ribbon for the new **Workforce Solutions** building in Hays County.

Jason Giulietti is selected by **Consultant Connect** as one of the Top 50 economic developers in North America.



GSMP hosts **Economic Development Week**.



Scan to see the video campaign from ED Week highlighting the Texas Innovation Corridor.

FEBRUARY

MARCH

APRIL

MAY

Kyle Crossing Phase II breaks ground.



Buc-ee's announces an expansion in Luling, marking the largest travel center in the country.



The **Ziegenfelder Company** announces a Lockhart location.

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PARTNERSHIP
2022 TIMELINE



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2022 TIMELINE

Hill Country Studios announces a \$267M, 820,000 sq ft film studio in San Marcos, the largest film studio in the country.



JUNE

Alliance Industrial Co. announces the first-ever 1M+ sq ft speculative facility in the Texas Innovation Corridor, breaking ground in Kyle in July 2022.



JULY

AUGUST

**MAJESTIC
REALTY**

Majestic Realty announces a large-scale speculative facility in San Marcos.



GSMP hosts the Austin-San Antonio Growth Summit in partnership with the Austin and San Antonio Business Journals.

SEPTEMBER



Scan for a video of the Texas Innovation Corridor Fam Tour.



GSMP hosts the 2022 Texas Innovation Corridor Fam Tour.



GSMP hosts the Innovation Summit in Austin.



GSMP hosts the State of Workforce & Education Summit.

GSMP Business Retention and Expansion

COMMUNITIES	CONTACTS
Austin	3
Buda • BRE Visits • Business Support	11 15
Kyle, Uhland • BRE Visits • Business Support	8 13
Luling, Lockhart, Seguin	8
Dripping Springs, Wimberley	4
San Marcos • BRE Visits • Business Support	28 12
TOTAL	102

With our regional partners, GSMP helped 102 local, already-established businesses in this fiscal year.

By conducting both business support visits and business retention & expansion visits, GSMP collected data on trends such as workforce needs and business growth issues, proactively connected business leaders to needed resources, and helped cultivate the growth of the Texas Innovation Corridor.

Thanks to these visits, 10 companies in Hays and Caldwell Counties are now in the process of an expansion in the Texas Innovation Corridor.



Small Business Initiatives

In FY 2022, GSMP conducted four small business trainings this year, covering topics such as cybersecurity, small business financial health and succession planning. (pictured right) Approximately 80 small business owners attended these trainings.

GSMP also developed a connection between Skillpoint Alliance and manufacturers in the Texas Innovation Corridor. Skillpoint Alliance, a leader in workforce development, was awarded the Texas Talent Connection Grant to offer their Certified Production Technician training program, which significantly increases the manufacturing workforce pipeline in Hays and Caldwell Counties. Classes for this certification will begin in October 2022.



GSMP Marketing

GSMP staff worked in-house and with an external PR firm

to record a record amount of media placement and reporter touchpoints throughout FY 2022.

IN-HOUSE MEDIA OUTREACH	YTD FY 2022
Reporter Touchpoints	125
Total National Placements	29 (unique)
Total Regional Placements	94 (unique)
Total Syndicated Placements	14 (syndications)

FEATURED IN PROMINENT MEDIA COMPANIES SUCH AS:

yahoo!
news

The CHRISTIAN SCIENCE
MONITOR

THE WALL STREET JOURNAL
WSJ

AXIOS

AREADEVELOPMENT
SITE AND FACILITY PLANNING

GSMP MARKETING TRIPS AND RECRUITMENT TRAVEL



GSMP traveled across the globe in FY 2022, speaking to expanding companies and leading site selectors to market the Texas Innovation Corridor. Included among the most successful trips were Chicago, Southern California, Phoenix, and New York.

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LEAD INVESTORS (\$20,000+)

Brookfield Residential Properties Inc
Buda Economic Development Corp
Caldwell County
CHRISTUS Santa Rosa Hospital — San Marcos
City of Kyle
City of San Marcos
Corridor Title
Doucet & Associates

Embassy Suites
Endeavor Real Estate Group
Frost Bank
Hays County
La Cima
Lower Colorado River Authority
McCoy's Building Supply
McDonald Development Group

Plum Creek Development Partners
Scarborough Lane Development
SH 130 Concession Company
Texas State University
Walton Development & Management
Winstead PC

PRINCIPAL INVESTORS (\$10,000+)

American Constructors
Austin Business Journals
Austin Community College
Avison Young — Austin
Buie & Co. LLC
Carson Properties
CBRE, Inc.
Central Texas Refuse
Chuck Nash Auto Group

First Lockhart National Bank
Highpointe Communities
Hill & Wilkinson General Contractors
HNTB
Ingram Readymix, Inc.
JE Dunn Construction
Levy Dykema
Live Oak
Lockhart Economic Development Corporation

Page
Pape-Dawson Engineers, Inc.
San Marcos Industrial Foundation
Southwest Engineers Inc.
SpawGlass
Stantec
Tex-Mix Concrete
Trammell Crow

EXECUTIVE INVESTORS (\$5,000+)

Acres Advisory Group
Alterman
Astound Broadband Powered by Grande Communications
Bank of America
Big State Electric
Bowman Consulting
C.C. Carlton Industries
CFAN
City of Dripping Springs
City of Umland
City of Wimberley
Clean Scapes LP
DPFG, Inc.
Five Star Concrete
Four Rivers Association of Realtors

Gary Job Corps
Garza EMC
Guadalupe-Blanco River Authority Industrial
Development Corporation
HCS Technical Services, LLC
Heldenfels Enterprises, Inc.
Heritage Title of Austin
Kimley-Horn
Kyle Area Chamber of Commerce
Lockhart Chamber of Commerce
Luling Area Chamber of Commerce
Luling EDC
Mark Shields Enterprises
Mark Smith Realty Consultants dba Centex Warehouses, LLC
Maxwell Locke & Ritter
Metcalfe Wolff Stuart & Williams, LLP

PGAL
Premier ER and Urgent Care
Rosendin Electric, Inc.
RVi Planning + Landscape Architecture
San Marcos Area Chamber of Commerce
Structure Tone
Studio8 Architects
S. Watts Group
Texas Disposal Systems
Texas Regional Bank
TKAR Enterprises, LP
Umland EDC
University Federal Credit Union
Watteridge
Wells Fargo

ASSOCIATE INVESTORS (\$1,500+)

Ace Relocation Systems, Inc
American Structurepoint
Ascension Seton Hays
Bartlett Cocke General Contractors
Baylor Scott & White Health
Benchmark Insurance Group
BGE, Inc.
Buda Chamber Of Commerce
Centerpoint Plaza Shopping Center
Cleary Zimmermann
Cody's Restaurant Bar & Patio
ColorMix Graphics
Corgan
Dripping Springs Chamber of Commerce

Fuse Architecture Studio
Graves Dougherty Hearon & Moody
Green Guy Recycling Services
Half Associates
Hart Properties
Independence Title Co — Buda
K Friese + Associates
Karnes County National Bank of Karnes City
Land Consultants, Ltd. Co.
Lockhart Motor Company
Mochas & Javas
MWM Design Group
Oryx Development, LLC
Riley-McLean Land
RiverCity Screenprinting & Embroidery

Rodriguez Transportation Group, Inc.
Ross Molina Oliveros, P.C.
Sage Capital Bank
Schertz Bank & Trust
Structures PE, LLP
Texas Aviation Partners, LLC.
The Damron Group Realtors
Tope Development, LP
Turner Construction Company
Two P's & Calli's Boutique
United Properties
WGI, Inc
Wimberley Valley Chamber of Commerce
Yates Construction

FY 22 BOARD MEMBERS

John Schawe

Chair
Frost Bank

Scott Burton

Chair-Elect
Benchmark Insurance

John David Carson

Immediate Past Chair
Carson Properties

Lorraine Lane

Secretary
Gary Job Corps

Jennifer Finch

Treasurer
JE Dunn Construction

Jane Hughson

Honorary Co-Chair
City of San Marcos

Debbie Ingalsbe

Honorary Co-Chair
Hays County

Jon Barton

S. Watts Group

Michael Boese

City of Wimberley

Dr. Gene Bourgeois

Texas State University

Dr. Michael Cardona

San Marcos CISD

Kevin Carswell

Mochas & Javas

Bucky Couch

Economic Development
San Marcos

Tommy Curtis

San Marcos Area
Chamber of Commerce

Laura Dupont

Corridor Title

Pat Fernandez

Four Rivers Board of
Realtors

Saul Gonzales

City of San Marcos

Beth Guillot

Fuse Architecture Studio

Mick Hawton

Avison Young

Sara Ibarra

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Mike Kamerlander

City of Lockhart

John Malik

GSMMA

Thomas McKinney

CHRISTUS Santa Rosa

Travis Mitchell

City of Kyle

Jeff Nydegger

Winstead PC

Sherrie Parks

City of Dripping Springs

Stephanie Reyes

City of San Marcos

Dr. Richard Rhodes

Austin Community
College

Shane Scott

City of San Marcos

Megan Shannon

Momark Development

Mark Sheffield

First Lockhart Bank

Lon Shell

Hays County

Naomi Shrock

City of Uhland

Alfonso Sifuentes

Central Texas Refuse

Jennifer Storm

Buda EDC

Ed Theriot

Caldwell County

Erin Warren

Luling ISD

CJ Watts

Luling EDC

Jim Wimberly

San Marcos
Regional Airport

GSMP LEADERSHIP IN LOCAL BOARDS & ADVISORY COUNCILS FOR FY 22

San Marcos Historic Preservation Commission

Comprehensive Plan Steering Committee

San Marcos Education Foundation

San Marcos Downtown Plan Steering Committee

Lions Club

Gary Job Corps Community Support Board

San Marcos Second City Center Stakeholder Committee

CAPCOG Board Members

Greater San Marcos Manufacturers Association

1 Million Cups—Greater SMTX

Texas State OWLS

COAD SMTX

San Marcos

Great River Clean-Up
Sights & Sounds
Coffee & Commerce
(San Marcos Chamber)
Business on the Green Golf
Tournament Sponsor

Boys & Girls Club Skeet Shoot
San Marcos Art League— Art
Scared Halloween Sponsor
Centro de Cultural
Español — Cinco De Mayo Sponsor

San Marcos Education Foundation
Skeet Shoot Station Sponsor
State of the City Address
Bronze Sponsor
LBJ Museum — Ted Beihen
Open Sponsor

Hays County

City of Kyle— State of the City
Address Sponsor
Kyle Chamber — Kyle Clay Classic
Skeet Shoot Sponsor

Dripping Springs Education
Foundation — Denim & Diamonds
Gala Sponsor
Hays County Heart Walk

Centro de Cultural Annual Gift
United Way Charity
Classic Hole Sponsor

Caldwell County

Watermelon Thump Festival
Cornhole Sponsor
Hays Caldwell Women’s Center
2022 Auction Sponsor
Lockhart ISD Education
Foundation Cook-Off Sponsor

Caldwell County
Hispanic Chamber of Commerce
Gala Sponsor
Chip-In for Lockhart ISD
Golf Tournament Sponsor
Diez y Seis Festival Sponsor

State & National

Site Selectors Guild
WiFi Sponsor
Texas Economic Development
Council Economic
Summit Sponsor

San Marcos

Keynote speaking at Workforce
Solutions facility ribbon-cutting
Various ribbon-cuttings for
new businesses
Aim High for Education Skeet
Shoot Fundraiser

Small business training at
San Marcos Library
San Marcos Chamber Annual
Gala Dinner
Inter-City Trip Planning
& Execution

San Marcos Chamber Cookout
San Marcos Business Expo
Guardians of the River Dedication
San Marcos CVB
Speaking Engagements

Hays County

Kyle Chamber Annual Gala
Kyle Chamber State of the City
Groundbreakings for Plum Creek
Industrial Park, Alliance Industrial
Co. and Kyle Crossing Phase II

Lone Star PACE Luncheon
Kyle Economic Development
& Tourism Board
Texas State Innovation Labs
Collaboration at SXSW

Stakeholder in Dripping Springs
Comprehensive Plan
Dripping Springs Chamber
networking luncheons
Buda EDC & BRE
luncheons & meetings

Caldwell County

Lockhart Chamber luncheons & events
Luling Chamber & Main Street department events
Caldwell County Hispanic Chamber Annual Gala
Hays Caldwell Women’s Center Annual Auction

Texas Innovation Corridor

Economic Development Week & Fam Tour
video campaigns
Business Booster webinar and training series
Community Action program reviews
and implementation



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