



Marriott Rivercenter Hotel 101 Bowie Street San Antonio, Texas







Welcome to the TEDC 2025 Annual Conference



Kent Sharp, President & CEO Sherman Economic Development Council TEDC 2025 Board Chair

On behalf of the TEDC and our Board of Directors, I want to thank you for participating in this year's Annual Conference in San Antonio, Texas! Our conference program is filled with an impressive lineup of speakers, session topics, panel discussions and 39 exhibitors. There's really something for everyone and plenty of networking opportunities.

Our 2025-2026 Annual Sponsors and the Annual Conference Sponsors are vital to the success of the TEDC. We simply could not produce the quality programs and develop the resources you need without their support. Please join me in taking a moment sometime during the event by thanking them for their support.

We hope that you will consider bidding on items at the Annual PAC Silent Auction. The Auction is the TEDC PAC's most important fundraiser of the year and the monies raised support the TEDC's Political Action Committee and candidates who support a proeconomic development environment in our state.

At the Awards Luncheon on Thursday, the TEDC will recognize the recipients and applicants of the 2025 Community Economic Development Award. We will honor those economic developers and communities for their achievements in economic development this past year. The TEDC will also recognize the recent graduates of the Texas Certified Economic Developer program (CTED) which the TEDC and TEEX launched in 2024 as Texas' only professional certification for economic development.

It has been another wonderful year to be a part of an organization that continues to grow in stature and influence – none of which could be accomplished without the strong support of our members -- undoubtedly our greatest resource. The TEDC membership is now more than 1,100 strong which is a testament to the growth and strength of our organization.

I have been extremely honored to be a part of the TEDC leadership that has a long legacy of providing best practices for economic development professionals through education, advocacy, resources and networking.

Please join me in thanking our great TEDC staff for their hard work on this event. And, thank you again for your support of the Texas Economic Development Council and for attending this year's Annual Conference.



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The Quarry Golf Club

Tuesday, October 28, 2025

12:00 PM Annual Golf Tournament

Abilene

[Separate registration required]

Wednesday, October 29, 2025

Wednesday, October 29, 2025				
8:30-10:30 AM	Future Leaders Training Seminar - Disrupt or Be Disrupted: Why Real Leaders Don't Lead Tracye McDaniel, President, TIP Strategies, Inc. Sponsored by: Lindale Economic Development Corporation [Separate registration required - TEDC leadership program participants only]			
10:30-11:30 AM	Community Economic Development Award Success Stories Moderator: Glenda Bassham, Assistant Director, Sulphur Springs/Hopkins County Economic Development Corporation Panelists: Marcos Delgado, EVP, Borderplex Alliance (Village of Vinton); Lisa Denton, MEDP, EDFP, PCED, Executive Director, Kilgore Economic Development Corporation; Tom Long, CEcD, VP, Temple Economic Development Corporation	Salon HI		
11:00 AM-7:00 PM	Exhibits Open Ballro	oom Foyer		
11:15 AM-12:30 PM	TEDC Executive Committee Meeting [Closed meeting - Executive Committee members only]			
11:30 AM-12:45 PM	Lunch on your own			
12:45-1:00 PM	Welcome and Opening Remarks	Salon HI		
1:00-2:00 PM	Lessons Learned, Challenges Exposed, Opportunities Ahead: Economic Trends in Texas Tom Stellman, CEO, TIP Strategies, Inc.; John Karras, VP-Business Development TIP Strategies, Inc.	Salon HI		
2:00-3:00 PM	Texas Film Commission: Resources & Programs for Media Industry Economic Development Michelle Habecker, Senior Industry Relations Specialist, Texas Film Commission Office of the Governor	Salon HI		
2:00-3:00 PM	Entrepreneurship as Economic Gardening: How Startup Ecosystems Drive Local Growth Robert Pieroni, Founder, gener8tor.com	Salon E		
3:00-3:30 PM	Networking Break Sponsored by Texas PACE Authority Ballro	oom Foyer		
	First TEDC Conference Attendee Mixer	Salon M		
3:30-4:30 PM	Peer Panel: How to Develop an Industrial Park Moderator: Adrian Cannady, President & CEO, Temple Economic Development Corporation Panelists: Lisa Denton, MEDP, EDFP, PCED, Executive Director, Kilgore Economic	Salon HI		

Development Corporation; **Scott Martinez**, CEcD, President & CEO, Tyler Economic Development Council; **Misty Mayo**, MEDP, CEO, Development Corporation of





Salon HI

Wednesday, October 29, 2025

4:30-5:30 PM Leveraging Economic Impact Analysis and Labor Analytics for Regional Salon HI

Growth

Alicia Briggs, Manager, Credits & Incentives Practice, Ryan, LLC

4:30-5:30 PM Peer Panel: New to Economic Development Salon E

Moderator: Kevin Holzbog, Executive Director, Decatur Economic Development

Corporation

Panelists: Jason Greiner, CTED, Executive Director, Wylie Economic Development

Corporation; **Antoine Long**, Economic Development Professional; **Alora Wachholz**, CEcD, MEDP, Deputy Director, Seguin Economic Development

Corporation

5:30-7:00 PM Welcome Reception Ballroom Foyer and Salon J

Sponsored by: Laredo Economic Development Corporation

Thursday, October 30, 2025

7:15-8:15 AM	Breakfast and Networking	Salon HI
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Sponsored by City of San Antonio

7:30 AM-5:00 PM	Exhibits Open	Ballroom Foyer
/:30 AM-5:00 PM	Exhibits Open	Ballroom Foye

8:15-9:15 AM One Big Beautiful Bill: Implications for Site Selection and Economic Salon HI

Development

David Hickey, Managing Director, Hickey & Associates

9:15-9:30 AM Coffee Break

9:30-10:30 AM The AI Revolution: Rethinking Economic Development Salon HI

Tracye McDaniel, President, TIP Strategies; Jon Roberts, Principal and

Managing Director, TIP Strategies

10:00-10:30 AM Ask the Experts Lounge Salon J

10:30-11:30 AM The Content Crunch: How the Role of Economic Developers is Evolving Salon G

and What You'll Need Next

Lee Anderson, VP-Customer Success, Localintel

10:30-11:30 AM Peer Panel: Best Practices for Responding to Requests for Proposals Salon E

Moderator: Kevin Shatley, VP-Economic Development, Dallas Regional

Chamber

Panelists: Ashley Gossen, CEcD, Chief Economic Development Officer;

greater:SATX; Scott Martinez, CEcD, President & CEO, Tyler Economic Development

Council; Danielle Scheiner, VP-Regional Economic Development, Greater

Houston Partnership

11:30 AM-1:00 PM Community Economic Development Award Luncheon

Recognition of the 2025 CEDA Nominees and Award Recipients

Certified Texas Economic Developer (CTED) Graduation





Thursday, October 30, 2025

1:00-2:00 PM	This Crazy Moment: How We Got Here, What It Means, and Where We're Going		Salon HI
	Evan Smith , Senior Advisor, Emerson Collective, Former Editor, Texas Trib and Host of Overheard with Evan Smith	une	
1:00-6:00 PM	TEDC PAC Silent Auction Open	S	alon KL
2:00-2:30 PM	Networking Break	Ballroon	n Foyer
2:00-2:30 PM	Ask the Experts Lounge		Salon J
2:00-2:30 PM	Team Texas Meeting		Salon E
2:30-3:30 PM	Peer Panel: Business Retention & Expansion as a Corporate Targeting Strategy Moderator: Tom Long, CEcD, Vice President, Temple Economic Developm Corporation Panelists: Lindsay Dennis, VP-Business Retention & Expansion, Developm Corporation of Abilene; Carolyn Rowley, CEcD, Director of Retention & Intubbock Economic Development Allianc; Stefanie Wagoner, AICP, EDFP, of Business Retention & Expansion, Frisco Economic Development Corpo	nent nent novatio Director	
2:30-3:30 PM	Carbon Management (Capture, Utilization and Storage) as a Major Driver of Investment and Workforce Opportunities Moderator: Brianne Cangolese, Manager-Climate Aligned Industries, RN Panelists: Omar Garcia, Chief External Affairs Officer, Port of Corpus Chris Justin Carr, CCUS Asset Manager, ExxonMobil	11	Salon G
3:30-4:30 PM	What Businesses Actually Want from Economic Development Organizations Anatalio Ubalde, CEO and Founder, SizeUp	S	alon HI
3:30-4:30 PM	TX-PACE: Unlocking Capital for Resilient Growth Moderator: Charlene Heydinger , President, Texas PACE Authority Panelists: Misty Mayo , MEDP, President & CEO, Development Corporation Abilene; Todd Harmon , President, Harmon Development, LLC		Salon E
4:30-5:30 PM	Federal and State Initiatives Enhancing Texas' Position for Economic Growth Moderator: Adriana Cruz, Executive Director, Texas Economic Developme & Tourism, Office of Governor Panelists: Larry McManus, Director, Economic Development Finance, Texas Economic Development & Tourism; Melissa Avelino, Director, Business Development, Texas Economic Development & Tourism	ent	alon HI
4:30-5:00 PM	Certified Texas Economic Developer (CTED): Learn About This New Car Development Program	eer	Salon J
5:00 PM	Exhibits Close	Ballroom Foyer	
5:30-6:00 PM	TEDC PAC Silent Auction Final Bids	S	alon KL
5:30-7:00 PM	Networking Reception Sponsored by: Brownsville Community Improvement Corporation and Opportunity Austin	Salo	n M & G





Friday, October 31, 2025

7:15-8:15 AM	Breakfast and Networking New Member Breakfast Sponsored by Victoria Economic Development Corporation	Salon HI Salon J
8:20-8:30 AM	Future Leaders Training Program Graduation	Salon HI
8:30-9:30 AM	Disruption and Opportunity: What Tariffs and Policy Shifts Mean for Site Selection and Economic Development Phil Schneider, Principal, Global Location Strategies	Salon HI
9:30-10:30 AM	The Dominance of Texas Barbecue: How Texas Barbecue Went From Beefy Barbecue Outlier to the Most important Style of Smoked Meat in the Country Daniel Vaughn, Barbecue Editor, Texas Monthly	Salon HI
10:30-11:30 AM	It Was the Best of Times; It Was the Worst of Times - What's Next? Ray Perryman, Ph.D., The Perryman Group	Salon HI
11:30 AM-12:30 PM	TEDC Annual Meeting and Board of Director's Meeting [Open to All]	Salon G

Reception Sponsors







Breakfast Sponsors





Networking Break Sponsor







The Power of Knowledge and Leadership

This event is recognized by the International Economic Development Council (IEDC) as a professional development training that counts toward the recertification of Certified Economic Developers (CEcD).

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