



SAN ANTONIO:

A City Designed For Growth

Your company can't afford to ignore the long list of advantages awaiting you in the Alamo City

As fall settles in, San Antonio is only getting hotter. Not meteorologically, but by every metric that counts. The second largest city in Texas, and 7th largest in the U.S (by population), San Antonio is racking up a host of accolades for its friendly business climate, appeal to Millennials, family-oriented culture, and explosive economic growth, particularly as measured by job creation.

The city's advantages are many, and include an ideal location served by excellent transportation infrastructure, a diverse workforce, and a variety of financial incentives and business assistance second to none.

"There are many reasons to open or expand a business in San Antonio," says Tom Long, executive VP of Business Recruitment for the San Antonio Economic Development Foundation, "but at the top of the list I'd put our cost-effectiveness. We have low energy costs, inexpensive real estate, relatively low construction costs, and very competitive labor rates. And the cost of living for employees is low, which makes us a great location for families."

The city also has a notable spirit of cooperation between its civic and business leaders, which not only helps businesses thrive on a day-to-day basis but can lead to some very innovative efforts to boost the local economy.

Exhibit A for such efforts would surely be Brooks City Base, a 1,300-acre site on the city's south side that was formerly home to Brooks Air Force Base, a military facility founded in 1917. That pioneering military base was responsible for San Antonio ultimately becoming known as "Military City USA," so the mid-1990s announcement that it would be closed came as a major blow to the city.

While most cities fight tooth and nail to overturn base closure decisions, San Antonio went in another direction: it created a special redevelopment authority to repurpose the site as a mixed-use facility combining business, residential, and cultural attractions.

"We had no model to follow; we had to invent it as we went along," says Leo Gomez, president and CEO of Brooks City Base. Working with Air Force officials, their federal congressional representatives, and city officials, Brooks has achieved a remarkable pivot. Today fully half its acreage has been completely converted to a mix of office space, light manufacturing, a state-of-the-art hospital, residential units, schools, parks, and other facilities. And plans are firmly in place to not only build out the rest of the original footprint, but to expand onto adjoining parcels of land.

"Everyone was worried about the impact of losing 2,700 military jobs," Gomez says. "But to date we have added more than 3,000 jobs, and within the next five years we'll reach the 6,000-job milestone."

Brooks has achieved this stunning success, Gomez says, because "Our structure is unique: we are quasi-public but also an independent entity. We are off the tax roles, and we can offer big financial advantages, particularly in terms of new plant and building construction."

Just an eight-minute drive from downtown, and with plans to build a linear park that will connect to San Antonio's famed Riverwalk,

Brooks is both an exemplar and a microcosm of all that makes San Antonio such a dynamic and welcoming place for businesses.

"The most common reaction we get from visitors," says Gomez, "is, 'I can't believe this used to be a military base!' The extent of the changes is huge, and we have new buildings going up all the time."

In 2004, Gomez says, the campus and adjoining 1,200 acres of land were valued at about \$37 million. "Today that value stands at \$557 million. Brooks has proven itself, and the valuations are only going to get bigger. Now is the time to become a part of it." ■



Brooks | IT'S TIME

CITY BASE

It's time to tap into 750 acres of opportunity.

If you're looking for a place to start or expand your business, Brooks is one of the most innovative places in San Antonio, Texas. With amazing incentives, amenities and a convenient location, Brooks has limitless potential.

