



2019

Annual Report

OVERVIEW

Twenty-nineteen was a banner year for the Cibolo Economic Development Corporation in the quality and quantity of new businesses opening up throughout the year and in announcements of new businesses coming to Cibolo. Twenty-six businesses opened up in Cibolo in 2019, ranging from child educational centers, to emergency medical care, to real estate offices, to shops in the Old Town District along Main Street. As of time of this publication, there are 29 businesses under construction or in the planning process, indicating that the future is bright in Cibolo and businesses will continue to make Cibolo the "City of Choice" for their corporate home and expansion opportunities.



ABOUT THE CEDC

The Cibolo Economic Development Corporation (CEDC) promotes economic development and businesses in the City of Cibolo. The Cibolo Economic Development Corporation is a non-profit corporation created in 2007 by the citizens of Cibolo, under Chapters 501 and 505 of the Texas Local Government Code.

MISSION To attract desirable industries and commercial developments to the City of Cibolo and to retain and assist in the expansion of existing industries while creating a high quality of life for citizens.

PURPOSE The purpose of the corporation is to use economic development resources, as provided by law, to encourage and promote the general economic welfare of the City and its residents and businesses using the ways and means authorized by the state legislature, by the act and its amendments, and the charter of ordinances of the City of Cibolo. The corporation may expend resources and/or other approved incentives for various business facilities, and for the enhancement of the community through the development and/or expansion of public improvements, such as, but not limited to, athletics, parks, tourism, and entertainment facilities. The corporation may also assist in certain public facilities, transportation and infrastructure improvements, or other business related improvements relating to existing or anticipated business entities.

2019 CEDC BOARD OF DIRECTORS

Dave Petersen, President, District 2
Randy Chard, Vice President, District 5
Lesley Pedde, District 1
Claudia Walker, District 3
Robert Thies, District 4
Alain Gardner, District 6
Garry Montegue, District 7

2019 STAFF

Mark Luft, Director of Economic Development
Kelsee Jordan Lee, Deputy Director of Economic Development

2019 HIGHLIGHTS

Announcement and Groundbreaking of AW Texas

In 2019, Aisin AW publicly announced its intention to build a new transmission manufacturing plant in Cibolo after a months-long site selection search spanning multiple states and cities. This plant will manufacture the automatic transmissions used by Toyota North America. Aisin AW will bring an initial \$400 million in capital investment and 900 jobs, with future phases planned as demand grows.

Old Town/Downtown Revitalization

Close to half (10 out of 26) of the new businesses in 2019 were located in the Old Town District of Cibolo. This is in following with the downtown revitalization efforts of the CEDC to restore the former residential dwelling units and convert them to unique destinations for tourism and daily shopping/services.

The CEDC also funded the construction of a new parking lot along Pfeil Road. These new spaces improve the aesthetic of the Old Town area and will assist local businesses by providing additional, safe parking options for their patrons.

Business Expansions

The City of Cibolo is not just a great place for new businesses; It is a great place for businesses to grow. In 2019, three businesses announced plans to expand their operations in Cibolo: Concrete Yoga, Creme de la Creme Massage, and OG Supply.

Job Shadow Day 2019

The CEDC partnered with the Schertz-Cibolo-Universal City ISD and the Schertz Economic Development Corporation to partner high school students with local employers for a day of insight into different industries and the employment opportunities at home. Over 250 high school students participated across the District.

2019 HIGHLIGHTS

Major Events

The CEDC team consistently looks for ways to showcase the development in Cibolo and promote the opportunities for new businesses looking to grow. In 2019, the CEDC participated in the following events:

- ICSC Red River States (attended)
This regional deal making event focuses on retailers and developers interested in doing business in the south central United States. The CEDC attends this event to make connections with retailers and restaurants interested in expanding to cities in Texas.
- San Antonio Manufacturer's Association Trade Show (exhibited)
The SAMA Trade Show is the largest one day manufacturing show in South Central Texas. The CEDC had a booth to meet with industrial companies and developers and sharing on the opportunities for new industrial businesses in Cibolo.
- ICSC RECon (exhibited)
RECon is the national version of the regional ICSC deal making events. A team from the City and CEDC represented Cibolo at a booth and individual meetings throughout the week.
- Texas Retailers Forum (exhibited)
The Texas Retailer's Association's biggest event of the year offers access to Texas industry leaders as well as insights on current industry trends, issues, and political climate affecting retailers in Texas.
- SMPS Economic Development Luncheon (presented)
The CEDC was a special guest presenter alongside the County of Bexar and the San Antonio Economic Development Corporation to discuss the recent economic development wins to the region.
- South Texas Energy Roundup (attended)
Organized by the Texas Oil & Gas Association, the CEDC attended this event with several Cibolo oil and gas-affiliated companies to discover the future of the industry at the state, federal, and global levels.

2019 HIGHLIGHTS

3rd Annual Small Business Saturday

Small Businesses are the foundation of the community. The CEDC held its 3rd annual Small Business Saturday initiative on November 30 in conjunction with the national program sponsored by American Express. It was a great success with the goodie bags and supplies being passed out to shoppers with coupons, gift cards, and information about local businesses.

First Cibolo Crossing Business Opens

The 116-acre mixed-used development on IH-35, Cibolo Crossing, saw its first anchor business open. Santikos Entertainment Cibolo features over 87,000 square feet of movie theaters, laser tag, bowling, virtual reality, and dining. The first phase of multi-family units towards the back of the property are under construction, and several additional businesses are lined up to open in the next year.

First Public Facility Corporation Project Breaks Ground

The Cibolo Public Facility Corporation (PFC) entered into a partnership with the NRP Group to build multi-family housing along FM 78. This project, dubbed "Trophy Oak", broke ground in 2019 and will feature 324 units of Class A apartments.

\$150 Million in Highway Funding

The CEDC and City advocated for the Texas Department of Transportation to make needed improvements to the IH-10 Corridor. As a result, \$150 Million was set aside to widen IH-10, improve frontage roads, and reconstruct bridges.

Hotel Feasibility Studies Completed

Two hotel feasibility studies were completed looking at the market for a limited-service hotel and a select-service hotel. Based on the positive outcomes of these reports, Staff is actively pursuing hospitality options for Cibolo.

2019 BUSINESSES

NEW BUSINESSES

- 1911 Cigars*
- The Bankcard Group*
- Caliber Collision
- Cibolo Family Smiles
- The Clayground*
- Concrete Yoga stand-alone facility*
- Crisp & Clean*
- Dr. Joycelyn Theard, gastroenterologist
- Dollar Tree
- Endeavor Dental
- FHE USA
- Great Clips
- Global Realty Group*
- Hero First Real Estate*
- Just Kids Academy*
- Mako's on the Creek
- Noble Group Funding*
- Noble Group Lounge*
- On the Grind
- Physician's Premier
- The Pillars Christian Learning Center
- Pristine Bexar Services
- Purple Leaf*
- Re/Max Corridor*
- Santikos Entertainment Cibolo
- Schibolo Nails

(*) denotes businesses located within the Old Town District

CLOSED BUSINESSES

- The Bankcard Group
- Cibolo Coffee Haus
- Game Day Autos
- Triple S Dynamics

LOOKING FORWARD

The Cibolo Economic Development Corporation is looking to build on the successes of 2019 by continuing to recruit desirable industries to Cibolo. In 2020, a new Comprehensive Economic Development Strategy (CEDS) will be commissioned to continue the work done in the 2016-2020 CEDS. This plan evaluates Cibolo's strengths, weaknesses, and opportunities as a place to do business and identifies target industries for the City to pursue in its recruitment efforts.

As part of the FY 19-20 budget, the EDC Board of Directors budgeted for the creation of a Business Retention & Expansion Specialist whose focus will be to ensure existing businesses have a voice. This position will be strengthened in 2020 with an emphasis on outreach to Cibolo businesses to keep existing employers in the region and help them grow. Upcoming initiatives include bi-weekly Small Business Spotlights on social media, an annual Business Appreciation event, Small Business Saturday programs, improvements to the Cibolo business directory, and educational/training workshops.

Two areas poised for exceptional growth are the FM 78 Corridor and the IH-10 Corridor. The FM 78 Corridor is seeing more commercial interest as additional residential housing options spur rising traffic counts. These factors help make the corridor more desirable for retailers and restaurants who are looking to locate near their customers. Along IH-10, the extension of utilities to the AW Texas development opens up a number of new properties to development opportunities. These future developments could include other industrial users, warehouse and logistics providers, professional services, retailers, and restaurants.

