

# San Antonio Growth Conference

November 9, 2012



Presented by: Mario Hernandez, President  
602 E. Commerce - San Antonio, TX · 78205



# San Antonio Economic Development Foundation (SAEDF)

- SAEDF's role is to position San Antonio in the national and international business community as a premiere business location for targeted industries such as solar and renewable energy.
- SAEDF has located 358 companies that collectively employ over 94,000 San Antonians.



san antonio economic development foundation



# Corporate America Site Selection Factors

Site Selection Factor	2011 Rank	2010 Rank
Highway Accessibility	1	3
Labor Costs	2	1
Proximity to Major Markets	3	6
Availability of skilled labor	4	4
Availability of land	5	12
Energy availability and costs	6	5
State and local incentives	7	1T
Occupancy or construction costs	8	8
Tax exemptions	9	7
Expedited or "fast-track" permitting	10	14

Source: *Area Development Magazine* Annual Survey



# San Antonio MSA Job Growth

Year	New jobs	% growth
2012 YTD	19,900	2.3%
2011	10,200	1.2%
2010	6,300	.7%
2009	-16,000	-1.8%
2008	18,300	2.2%



# Companies Located Three Year Comparison

	2012 YTD	2011	2010
Total Company Locations	19	21	16
Total Jobs	2,980	4,917	4,157

## Key Projects (Jobs!)

- **2012:** Maruchan – 600; VMC/Volt – 600; Southwest Airlines – 322; Centene – 289
- **2011:** Halliburton – 1,500; Baker-Hughes – 500; Red Ventures – 300; J.Crew – 270
- **2010:** Kohl's – 1,065; Allstate – 598; BD – 296; EOG – 250; Petco – 600
- **2009:** Medtronic – 1,384; Nationwide – 835



# Companies Located January – September 2012

Company	Jobs added
Maruchan	600
VMC/Volt (BRE)	600
Southwest Airlines (BRE)	322
Centene	289
United Healthcare (BRE)	250
Platinum Energy	200
Bergstrom Industries	140
NBTY	100
Humana (BRE)	75
Xenex	15
CyrusOne	15
U.S. Silica /BNSF	10
CGI (BRE)	9



# Companies Located January – September 2012



Company	Jobs added
BD - BRE	250
Taco Cabana	30
T. Baker Smith	30
OCI	20
Sigma Solutions - BRE	20
Grande Communications - BRE	5



## San Antonio in the news

- San Antonio ranked top U.S. performing city in Milken Institute's annual survey.
- Wall Street Journal's MarketWatch named San Antonio "Top 10 Best Cities for Business" due to soaring growth in personal income and a strong petroleum industry.
- San Antonio ranks No. 1 in "Best Cities For Jobs Right Now." – Manpower Group





# San Antonio Advantages

- 7<sup>th</sup> largest city in the U.S.
- Cost of living is 6.9% below national average
- Labor force of nearly one million in San Antonio MSA
- Growth in the labor force from Dec 2010 to Dec 2011: 3,044 (0.3%)
- Job growth from Dec 2010 to Dec 2011: 2,900 (0.3%)
- City infrastructure and business climate





# San Antonio Disadvantages

- Direct airline flights to key markets
- Workforce skills / select occupations
- Educational attainment levels
- Training funds
- Limited real estate solutions



# New Ads



Welcome to America's most livable cyber domain. San Antonio has the second largest concentration of cyber, IT and cyber-security operations in the nation. They love it here. Their people love buying great homes at a median cost of \$155,000. Their kids love learning cyber specialties from elementary school on into 14 local colleges and universities. Everyone loves year-round sunny days in our countless parks. Imagine: geeks with tans. Makes you wonder how we've kept it all secret, doesn't it? Call or go online and we'll give you all the data.

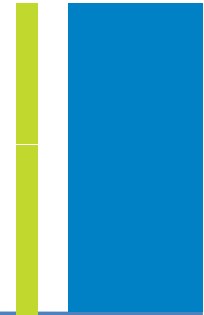
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THE CULTURE OF BUSINESS



# New Ads



## **Business. Here, it has its own culture.**

You'll find proof in our abundant land, power, facilities, business and tax incentives. Yet you can also discover art and music festivals doing a booming business. Run or bike 35 miles of riverside trails on 1400 acres of dedicated greenway. Or settle in where the median price of home ownership runs a comfortable \$155,000. Obviously, this city hasn't forgotten that corporations are only as satisfied as the people who work there. Call or go online to find out why so many are happy here.

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# SAEDF Active Prospects as of September 2012



Industry Description	NAICS	Number
Business Services & Other	561	21
Manufacturing	339	32
Fabricated Metal Product Manufacturing	332	4
Professional, Strategic and Technical Services	541	3
Transportation Equipment	336	3
Machinery Manufacturing	333	3
Other		17
Data Processing, Hosting and Related services	518	6
Total		<b>89</b>