MESSAGE FROM OUR CHAIRMAN

This year has been a very important year for the Boerne Kendall County Economic Development Corporation (BKCEDC). As growth in our community has been strong so has the growth in the BKCEDC. In 2020, we developed a 5-year economic development strategy and included surveys of business and community leaders, chambers, economic development representatives along with city and county officials. Our vision was to be an environmentally responsible community with an appreciation for our quality of life which will be realized by creating an innovative hub for the Texas Hill Country.

The Small Business Administration reported last year that small businesses generated 44% of all business activity and created two-thirds of net new jobs in the United States, which stimulates economic growth. I am pleased to report that with the launch of our business incubator "Das GreenHaus" we are well on our way to becoming the creative and innovative hub of the region. The growth of our community lies in the entrepreneurial spirit of our existing businesses along with new businesses enhanced through the incubator.

I want to thank Amy Story and her team for making 2022 an outstanding year.

Bill Hetherington, CEO, BEC
BKCEDC Chairman

PRESIDENT'S PERSPECTIVE

As we wrap up 2022 and celebrate the organization’s accomplishments, I want to underscore the importance of you, our Members, to our mission to promote business opportunities that will strengthen and grow a vibrant and diverse economic future for Kendall County. Over the past year we have enhanced our regional collaboration to position Kendall County as a destination of choice for entrepreneurs. We have worked to create additional assets to foster entrepreneurship such as the launch of Das GreenHaus of which the BKCEDC is a Founding Partner. Highlighting existing entrepreneurs and helping these businesses expand in Kendall County, tackling challenges such as workforce through a new EDC Committee, and working with our community partners to provide feedback on the development process are a few of the highlights of 2022. We hope you will utilize your individual networks to identify future Members and continue to be a catalyst for quality economic development in Kendall County.

Amy Story
President/CEO
Mission

To promote business opportunities that will strengthen and grow a vibrant and diverse economic future for Kendall County.

Vision

An environmentally responsible community with an appreciation for its singular quality of life, Boerne/Kendall County is the creative and innovation hub for the Texas Hill Country.

Target Industries

- Biosciences & Pharmaceutical Manufacturing
- Advanced Manufacturing & Construction Products
- Design & Building Professional Services
- Agri-Tech
- Breweries, Wineries & Distilleries
## YEAR 2 GOALS

<table>
<thead>
<tr>
<th>Goal 1: Foster a Start Up Ecosystem that is a model for the Texas Hill Country</th>
<th>Goal 2: Expand and support the expansion of Boerne/Kendall County’s target export clusters</th>
<th>Goal 3: Attract &amp; retain young professional “boomerang” talent</th>
<th>Goal 4: Support skill development for Boerne/Kendall County’s export and innovation sectors</th>
<th>Goal 5: Embrace and promote a “Hill Country” quality of life</th>
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<tbody>
<tr>
<td>Action 1.1.2: Explore best practices for startup initiatives in rural communities, using them to provide the foundation for Boerne/Kendall County Program [Year 1]</td>
<td>Action 2.2.1: Engage industry cluster working groups twice a year to identify cluster-oriented growth opportunities and challenges [Year 2]</td>
<td>Action 3.2.1: Participate in the county’s efforts to address long-term transportation &amp; housing gaps in the community [Years 1-5]</td>
<td>Action 4.1.1: Engage a working group twice a year to discuss how to best align training programs with industry needs [Years 2-3]</td>
<td>Action 5.1.1: Collaborate with community partners to support and promote placemaking efforts throughout the county [Years 1-5]</td>
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<td>Action 1.2.3: Partner with organizations such as Alamo Angels to offer educational offerings &amp; wrap-around services for participants [Year 1]</td>
<td>Action 2.2.2: Organize and execute a business visitation plan for Kendall County’s export clusters [Year 2]</td>
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<td>Action 5.2.1: Support Visit Boerne in curating destination experiences for residents and visitors [Years 1-5]</td>
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<td>Action 1.3.1: Assemble a working group to assess and prioritize space and convening needs for growing a startup and innovation cluster in Boerne/Kendall County [Years 1-2]</td>
<td>Action 2.1.1: Engage partners to understand cluster needs and create competitiveness assessments [Years 1-2]</td>
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<td>Action 5.3.1: In collaboration w/ community partners, explore the development of a competitive brand identity for Boerne/Kendall County [Years 1-5]</td>
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<td>Action 1.4.1: In collaboration with community partners, such as the Greater Boerne Chamber of Commerce, develop a systematic approach to identify entrepreneurial and start up successes [Years 1-2]</td>
<td>Action 2.3.1: Partner &amp; collaborate across city, county, &amp; state agencies to maintain &amp; enhance real estate &amp; infrastructure assets (i.e., I-10 corridor) [Years 1-5]</td>
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<td>Action 5.3.2: Utilize business success stories, engaging entrepreneurs &amp; community leaders to tell the story of Boerne/Kendall County [Years 1-5]</td>
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<td>Action 1.4.2: Promote Boerne/Kendall County startup successes across multiple communication channels and platforms [Years 1-5]</td>
<td>Action 2.4.1: Develop an inventory of “Made in Kendall County” products/services in partnership w/ the Greater Boerne Chamber of Commerce [Year 1]</td>
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<td>Action 5.3.3: Ensure that the BKCEDC and its community partners are telling the same story and utilizing the same key brand messages [Years 1-5]</td>
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<td>Action 1.1.3: Begin to develop a strategic plan for “Startup Boerne/Kendall County” [Year 2]</td>
<td>Action 2.4.2: Explore best practices and develop an execution plan for a “Made in Boerne/Kendall County” initiative in collaboration with community partners [Years 1-2]</td>
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**Blue = Complete**  
**Green = Nearing Completion**  
**Yellow = In Progress**  
**Red = Have Not Started**
MEMBER REPORT

3 Quarterly Networking Events
1 Annual Meeting
5 Conferences Attended
1 EDC Essentials
4 Executive Exchange Lunches
1 Home to Texas Reception
1 Christmas Party

12 New Members
81 Total Members
2 Member Upgrades

94.5% Member Retention Rate

INCOME
Actual $411,590.54 vs Budgeted $360,000

Public vs Private Funding
Kendall County 13.4%
City of Boerne 20%
Private Income 66.6%

Member Engagement
First year of Quarterly Networking Events. Three were hosted this year by EDC Members.

1 EDC Essentials
1 Home to Texas Reception
1 Christmas Party

10/18/2022
7/21/2022
3/9/2022

- Conducted in-person Annual Meeting with an in-person speaker, Erik Pages
- Hosted Annual Members' Christmas Party with an over 50% increase in attendance compared to 2021
- Continue to offer Board Member Business Spotlights during Board meetings

1 Received $34,426.33 Employee Retention Credit
2 Generously hosted by Jefferson Bank
Fundraising for Kendall County’s first business incubator began this year and several BKCEDC Members invested as Founding Partners of Das GreenHaus. The BKCEDC has worked alongside the Boerne Kendall County Angel Network to launch this project along with the tireless support of BKCEDC Past Chair, Kathy Estes.

As an organization that focuses on the entrepreneurial spirit, the BKCEDC was proud to sponsor both Boerne ISD’s Incubator.edu and Lemonade Day, a student entrepreneurship event, hosted by the Boerne Chamber.

Congratulations to BKCEDC Member, Texas Star Nut & Food, on their expansion. The EDC assisted with the company’s incentive application which allowed them to remain, consolidate and significantly expand their manufacturing operations in Boerne.

Other notable BKCEDC projects that located or expanded in Kendall County in 2022 are 28 Songs Brewing Co., Texas Regional Bank, Kiddie Academy, and Prytime Medical Devices.
The BKCEDC continues to see direct contact from companies as the top source of leads. We also continue to work with our lead generation partner, TX EDConnection, in addition to receiving leads from the Office of the Governor, BKCEDC Members and our SA Regional Partners.

We have continued our engagement with greater:SATX as a vehicle to promote the San Antonio region. This regional marketing effort also filters leads as applicable to the various partners. The Partnership hosted the 2022 Familiarization Tour that featured Port San Antonio, Randolph Air Force Base, Southwest Research Institute and UTSA's Data Science & National Security Collaboration Center, as well as multiple networking events with site selectors.

Amy continues to serve on the Board of the Boerne Kendall County Angel Network, as well as attend the monthly pitch events as a way to get in front of potential projects that may want to locate in Kendall County.

We renewed our engagement with our lead generation partner, TX EDConnection, for 2023. They continue to be committed to marketing their Community Partners to small-to-midsized companies looking to move or expand to other markets. Boerne was the host city for their annual Partner Palooza. This 2-day event hosted attendees at the Bevy Hotel and included dinner and a keynote speaker at St. Tryphon winery, as well as a day of educational speakers at the Cibolo Center for Conservation. Thank you to City Manager, Ben Thatcher, for serving as one of the panelists.
Business Retention & Expansion is the program the BKCEDC leads to ensure our local businesses have the tools and resources they need to stay, expand and remain successful in our community. BRE visits rely on companies requesting them or by BKCEDC staff contacting a company and scheduling a visit.

The BKCEDC continues to film the Entrepreneur Spotlight Videos as an extension of our BRE program. This has been another great tool that allows the BKCEDC the opportunity to meet with local companies to learn more about their businesses in Kendall County. These visits also give us the ability to ensure they know about the BKCEDC and our resources.

In order to provide the most up-to-date data for our Members and our projects, we commissioned Retail Strategies to update our retail study to reflect primary trade area data post-pandemic.
CONVENING PARTNERS & COMMUNICATING NEEDS

The EDC continues to send a monthly newsletter with relevant information and news articles. We also send out the BKCEDC Forefront with time sensitive information or other important announcements.

Social Media statistics are measured from Dec. 2021 to Dec. 2022
Increase in followers

In late 2022, the BKCEDC added an Instagram account that is quickly growing, so be sure to follow this account (@boernekendallcountyedc). In just a few weeks, the page has gained over 70 followers.

The EDC continues to make social media posts about economic development-related news, informational posts about the importance of economic development, all while driving traffic to our website. We also engage with pages of local businesses.

- **A Unified Development Code (UDC) Committee was formed within the BKCEDC**

  BKCEDC leadership proposed the formation of a UDC Committee to provide feedback regarding the City's development process. This group of EDC Members met numerous times with the City's consultant who engaged the committee to serve as a focus group as the "voice of the customer"

- **Workforce Committee created to look for ways to address workforce issues and identify all available resources. Meetings to begin in 2023**

- **Amy spoke to a number of groups in 2022 including Rotary, Leadership Boerne, St. Mary's Law School, Boerne Radio, and others. Speaking engagements are a great opportunity to share what the BKCEDC is doing and what our mission is.**

- **Amy attends Interlocal Government meetings on a quarterly basis. This group includes a representative from the City of Boerne, Kendall County, Fair Oaks Ranch, the Boerne Chamber, Boerne ISD and the EDC.**
BKCEDC Leadership

We are grateful for the support of all BKCEDC Members, but especially those in leadership roles that help guide how we approach economic development in Kendall County.

Executive Committee

Chair
Bill Hetherington, BEC

Vice-Chair
Phil Hunke, Hill Country Square

Secretary
Dakota Durden, Grit Co.

Treasurer
Jonathan Collins, Valcor

Past Chair
Kathy Estes

GVTC
Jeff Mnick

At Large
Cayman Gentry, Frost Bank

At Large
Ty Young, CLA

City Manager, Boerne
Ben Thatcher

Boerne City Council
Dr. Joseph Macaluso

Ex-Officio, Kendall County Judge
Darrel Lux

Ex-Officio, City of Boerne Mayor
Tim Handren

Advisory Member
Ritchie Sorrells, GVTC
BKCEDC Leadership

Board of Directors

Justin Boerner
Jefferson Bank

Keith Brady
Agave Design Studio

Caleb Clark
Edward Jones

Brooks Powell
Morningside Ministries

Craig Cook
HCTC

Toni Anne Dashiell
Dashiel Properties

Commissioner Don Durden
Kendall County

Chuck Gregory
Terracon Consultants

Jeff Haberstroh
Project Control

Charlie Hill
Cordillera Ranch

Shea Johnson
Alamo System Industries

Jason Kirkpatrick
Sonora Bank

Steve Mack
Texas Heritage Bank

Tommy Mathews
Westward Environmental

Kevin Pollo
CPS Energy

Nick Montagno
City of Boerne

Mike Postel
Connexa

Neil Potter
Mercedes Benz of Boerne

Brad Roberson
Happy State Bank

Guy Sanders
Richter Boerne

David Spencer
Prytime Medical Devices

Tony Trevino
Vantage Bank

Teresa Van Booven
GBRA

Shawn Vaughan
Vic Vaughan Toyota of Boerne

Scott Wilson
Barkwood Capital

Kim Blohm
Boerne Chamber of Commerce

Beth Bourland
Comfort Area Foundation

Dr. Tanya Monroe
Comfort ISD

Shirley Solis
Comfort Chamber of Commerce

Dr. Thomas Price
Boerne ISD
Chairman's Circle

Platinum Member

Amy Story
President/CEO

Amy is your point of contact for setting up new projects, speaking engagements, and coordinating meetings with city and county staff and leadership. If you are looking for information about joining the EDC or developing a project in Kendall County, let Amy know.

Gold Members

Alison Church
Chief Operating Officer

Alison will be your contact for Membership renewal questions, event registration questions or anything finance-related. She can also help with EDC website-related questions, including the Member-Only Portal, and all things social media.

Natalie Mroz
Chief Administrative Officer

Natalie is manager of the EDC's project software. If you are looking for information regarding projects on our Active Project List, please reach out to Natalie. She is also who to reach out to for BRE visits and Entrepreneur Spotlight videos.