



# BOERNE KENDALL COUNTY

ECONOMIC DEVELOPMENT CORPORATION



# 2023 ANNUAL REPORT



## MESSAGE FROM OUR CHAIRMAN

2023 has been a strong year for the BKCEDC. In year 3 of our 5-year strategic plan, the organization has continued to use these goals to guide our economic development efforts. Significant progress toward the EDC's goal of creating an entrepreneurial ecosystem was made through the launch of Das GreenHaus this year. Supporting our vision for Kendall County as an environmentally responsible community with an appreciation for its singular quality of life, Das GreenHaus will help Kendall County become the creative and innovation hub for the Texas Hill Country.

Interest in our community remains strong, and the EDC works to assist high quality businesses who would help diversify the tax base and provide job opportunities for the residents of our community.

In addition to attraction efforts to bring new businesses here, the EDC works to assist existing businesses remain and prosper in Kendall County. As the majority of new jobs are created through existing businesses, it is a critical role that is fulfilled by the EDC.

As members of the EDC, it is my hope that each of you will serve as ambassadors for the good work that this organization does to promote a vibrant and resilient local economy for our residents. This organization could not do what it does without the support of our members. Thank you for your continued support of the BKCEDC.

*Phil Hunke*  
Board Chair



## PRESIDENT'S PERSPECTIVE

After a successful 2023, I want to highlight a number of EDC initiatives and activities that were achieved. 2023 marked the launch of Kendall County's first business incubator, Das GreenHaus. It is truly exciting to see the seeds planted in this project begin to bear fruit. As a prime example of entrepreneurship-led economic development and consistent with our 5-year strategic plan, this milestone is one to be celebrated by our members. I hope if you haven't already had the chance, you will come see the exciting things that are happening within the Das GreenHaus community.

In 2023 we also launched our Workforce committee in an effort to increase the workforce pipeline for local businesses and provide opportunities for our local talent. Continuing to market our community as the place for companies to locate, and supporting our existing businesses as they grow and expand, remains a primary focus of our efforts.

As we move into 2024, however, we cannot underscore the importance of you, our Members, as we work daily to fulfill our EDC mission. Kendall County is positioned to be a unique community of choice within the San Antonio region, and our focus on entrepreneurship-led economic development will ensure that we will attract businesses and retain those that will contribute to the fabric of the business community.

*amy story*  
President/CEO



# ABOUT BKCEDC

## 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



# STRATEGIC INITIATIVES & VISIONING

## YEAR 3 GOALS

Goal 1: Foster a Start Up Ecosystem that is a model for the Texas Hill Country	Goal 2: Expand & support the expansion of Boerne/Kendall County's target export clusters	Goal 3: Attract & retain young professional "boomerang" talent	Goal 4: Support skill development for Boerne/Kendall County's export and innovation sectors	Goal 5: Embrace and promote a "Hill Country" quality of life
Action 1.4.2: Promote Boerne/Kendall County startup successes across multiple communication channels and platforms [Years 1-5]	Action 2.2.1: Engage industry cluster working groups twice a year to identify cluster-oriented growth opportunities and challenges [Year 2]	Action 3.1.1: Utilize the Leadership Boerne program to showcase potential opportunities in Boerne/Kendall County [Year 3-4]	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]	Action 5.1.1: Collaborate with community partners to support and promote placemaking efforts throughout the county [Years 1-5]
	Action 2.2.2: Organize and execute a business visitation plan for Kendall County's export clusters [Year 2]	Action 3.1.2: Develop a systematic means for connecting Boerne/Kendall County to area colleges and universities [Year 3-4]	Action 4.1.2: Administer an annual survey of workforce needs in coordination with the Boerne Chamber of Commerce [Years 1-5]	Action 5.2.1: Support Visit Boerne in curating destination experiences for residents and visitors. Expanding this to County-wide to include Comfort [Years 1-5]
	Action 2.1.1: Engage partners to understand cluster needs and create competitiveness assessments [Years 1-2]	Action 3.2.1: Participate in the county's efforts to address long-term transportation and housing gaps in the community [Year 1-5]	Action 4.2.1: In partnership with officials from Boerne ISD, Comfort ISD and private schools, identify opportunities for CTE programs [Years 3-5]	Action 5.3.2: Utilize business success stories, engaging entrepreneurs & community leaders to tell the story of Boerne/Kendall County [Years 1-5]
	Action 2.3.1: Partner & collaborate across city, county & state agencies to maintain & enhance real estate & infrastructure assets (i.e., I-10 corridor) [Years 1-5]			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]

**Blue = Complete**

**Green = Nearing Completion**

**Yellow = In Progress**

**Red = Behind/Hold**

**Orange = Not Started**

# STRATEGIC INITIATIVES & VISIONING

In early 2023, the EDC launched the Workforce Committee. This committee works with community partners to find ways to fill the gaps in our workforce by utilizing existing programs and identifying out what additional programs would be beneficial.



**HOME**  
TO TEXAS



The EDC continues to partner with the Home to Texas program through the University of Texas at Austin. This program brings local UT students back our community to intern with local businesses and educates our students about the opportunities that exist in their hometown. This past summer 5 local businesses were able to host an intern, and a reception was held at Das GreenHaus to recognize them.

**incubator**edu  
@boerne

As an organization that supports the entrepreneurial spirit, the BKCEDC was proud to sponsor Boerne ISD's Incubator.edu program, a student entrepreneurship event showcasing BISD students' startup business ideas.

# MEMBER REPORT

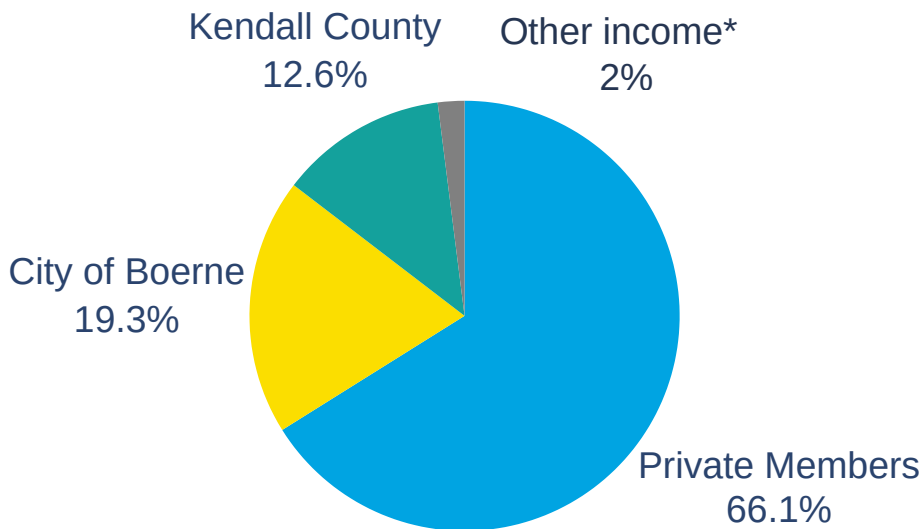
79  
Members

## 2023 Income

Actual - \$387,980.24

Budgeted - \$375,000

88.9%  
Retention  
Rate



1  
Upgrade

*\*includes interest and annual meeting income*

## Welcome 2023 New Members!

Honda of Boerne: *Gold*

Manifestive Design: *Bronze*

Sendero: *Silver*

Signarama - San Antonio NW: *Bronze*

The Bank & Trust: *Silver*

The Oak: *Bronze*

Wheeler Property Group: *Bronze*

*Our active Members are our best resource for recruiting new Members.  
We encourage Members to refer their colleagues to the EDC.*

# MEMBER REPORT

Four EE360 Lunches generously sponsored and hosted by Jefferson Bank



Two Quarterly Networking Events

**GRIT**

*Designed. Built. Different.*

**PICO**  
Propane and Fuels  
**SHOWROOM**

The EDC hosted two open houses at Das GreenHaus. A public event after the Kendall County Economic Summit, and one exclusively for EDC Members. Stop by any time for a tour!



## Annual Conferences Attended by Staff



# CONVENING PARTERS & COMMUNICATING NEEDS

## 2023 Annual Meeting

The BKCEDC hosted its Annual Members' Meeting & Luncheon at Tapatio Springs with speaker, Chairman Bryan Daniel from the Texas Workforce Commission. With almost 70 guests in attendance, it was a successful event with great content and networking opportunities.

The new Executive Committee was also announced:

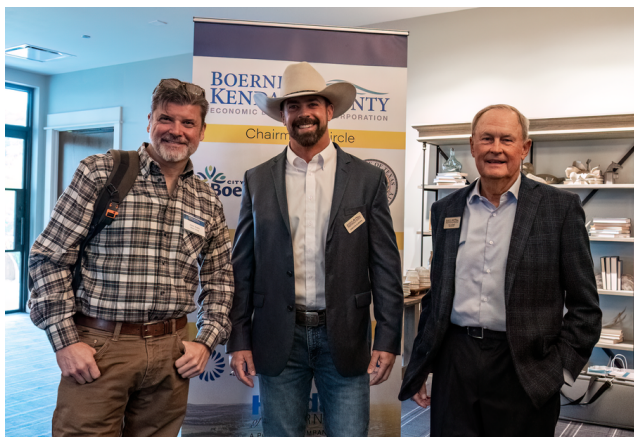
Chair: Phil Hunke

Vice Chair: Jonathan Collins

Secretary: Dakota Durden

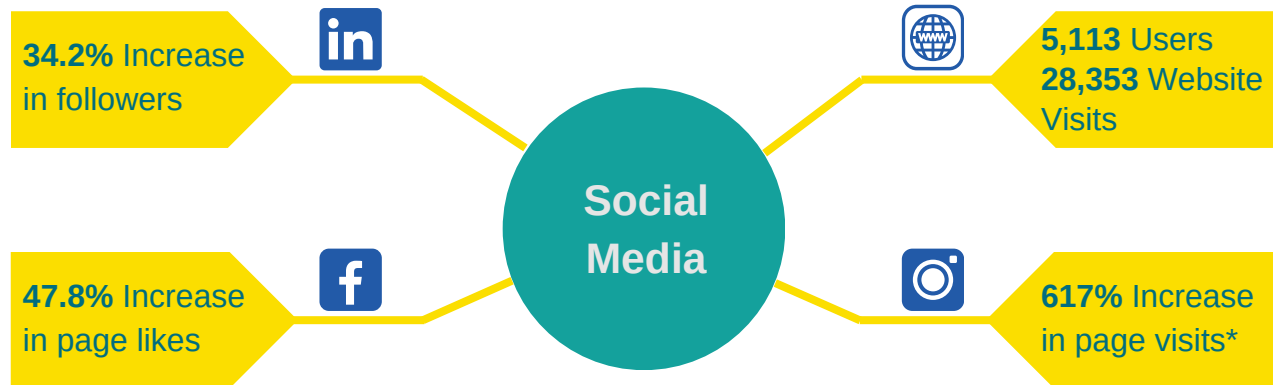
Treasurer: Cayman Gentry

At-Large: Toni Anne Dashiell





# CONVENING PARTERS & COMMUNICATING NEEDS



**4,569 Emails Sent**  
**53% Open Rate**



The majority of important information coming from the EDC office is distributed via the monthly newsletter, or the BKCEDC Forefront. Be sure to read those to stay up-to-date and informed.



Our elected officials recognize the role the EDC plays in our community. Representative Chip Roy made it a point to visit our community to meet with EDC and Greater Boerne of Chamber of Commerce leadership to ensure that open lines of communication are maintained.

# PROJECT REPORT

**29**  
**Active**  
**Projects**  
As of 12/2023

**27**  
**New**  
**Projects**

**12**  
**Located**  
**Projects**

## Located Projects in Kendall County in 2023

Lash Loft (BRE)  
Taylor's Ace Hardware  
Vista Outdoors HQ  
Boerne CraftWerks (BRE)  
Honda of Boerne  
Missick Winery

La Four's Restaurant  
Hera Biotech  
The Oak of Boerne  
Morningside Ministries (BRE)  
Unison Studios  
Urologist Office



BKCEDC Members and DGH Founding Partners: GVTC, City of Boerne, Texas Heritage Bank, Phil & Karen Hunke Family Foundation, BEC, Frost Bank, Broadway Bank, The William (The Ramey's), Jefferson Bank, Signarama, and other partners; Kendall County, and Prytime Medical Devices; enables Das GreenHaus to open its doors on June 1, 2023. Six months later Das GreenHaus is trending ahead of projections and private offices are fully leased.



### Industries Represented in DGH Tenants:

- Ag-tech
- Med-tech
- Financial Services
- Oil & Gas-tech
- Healthcare Startup
- Communication Startup
- Environmental-tech
- Graphic Design



EDC Member, Manifestive Design, donated time and talent to paint a mural at DGH.

**15**  
Startups in the  
Incubator  
Program

**22**  
Total  
Memberships

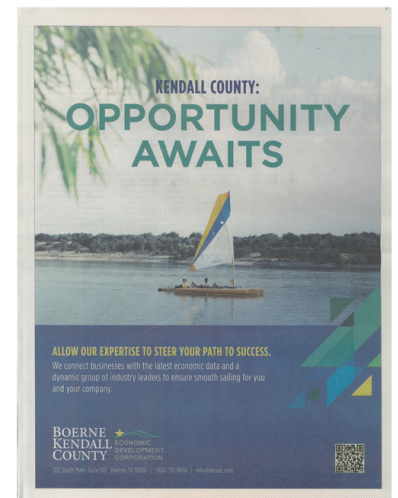
# ATTRACTION

## Kendall County Economic Summit



The San Antonio Business Journal (SABJ) moderated the inaugural Kendall County Economic Summit at the Bevy Hotel in Boerne with the BKCEDC serving as the host sponsor. Two panels provided great discussions about entrepreneurship and infrastructure. It was a sold-out event with 255 attendees from the region. We appreciate your support of this event and look forward to building on the momentum for the second event in 2024. As host sponsor, the SABJ included a stand-alone summary of the event that included a full-page ad. Printed circulation for the Journal reaches almost 8,000 subscribers.

### Summit Sponsors



# ATTRACTION

## Lead Generation



We continue to partner with greater: SATX Regional Economic Development Partnership and Texas Economic Development Connection as not only sources of project leads for our community, but also for marketing support. Each organization offers separate marketing opportunities at discounted rates. greater:SATX also offers access to their research team for data that we would have to source from a third party. EDC President/CEO attends monthly meetings to discuss strategy and leads for the region.



The EDC also continues to support the Boerne Kendall County Angel Network, as these companies are potential project leads that could locate in Kendall County.



*BKCAN Pitch Events at Tusculum Brewing Co.*



# BUSINESS RETENTION & EXPANSION (BRE)

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 Kendall County.

Another path of supporting our local businesses, as well as promoting entrepreneurship in Kendall County is through the Entrepreneur Spotlight Videos. The EDC continues to meet with startup companies and entrepreneurs in the community to film these short videos.



*Don Kretz, Partner, 28 Songs Brewhouse + Kitchen*



*Miles Murray, Founder, Local (DGH Tenant)*



*Willie & Stephen Holden, Owners Holden Bros. Diesel*



*Hector Santiago, Owner, Sunshine Woodworks*

5  
BRE  
Projects

7  
Spotlight  
Videos

EDC BRE Staff attends quarterly meetings with regional partners that have BRE programs within their organizations. These meetings typically include a tour of a facility or business in a partner's community. Participation in this group allow us to learn about each community's assets and learn best practices to enhance our BRE program.



# 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**

Phil Hunke, *Hill Country Square*

### **Vice-Chair**

Jonathan Collins, *Valcor*

### **Secretary**

Dakota Durden, *Grit Co.*

### **Treasurer**

Cayman Gentry, *Frost Bank*

### **Past Chair**

Bill Hetherington, *BEC*

### **GVTC**

Jeff Mnick

### **At Large**

Toni Anne Dashiell, *Dashiell Properties*

### **City Manager, Boerne**

Ben Thatcher

### **Boerne City Council**

Dr. Joseph Macaluso

### **Ex-Officio, City of Boerne Mayor**

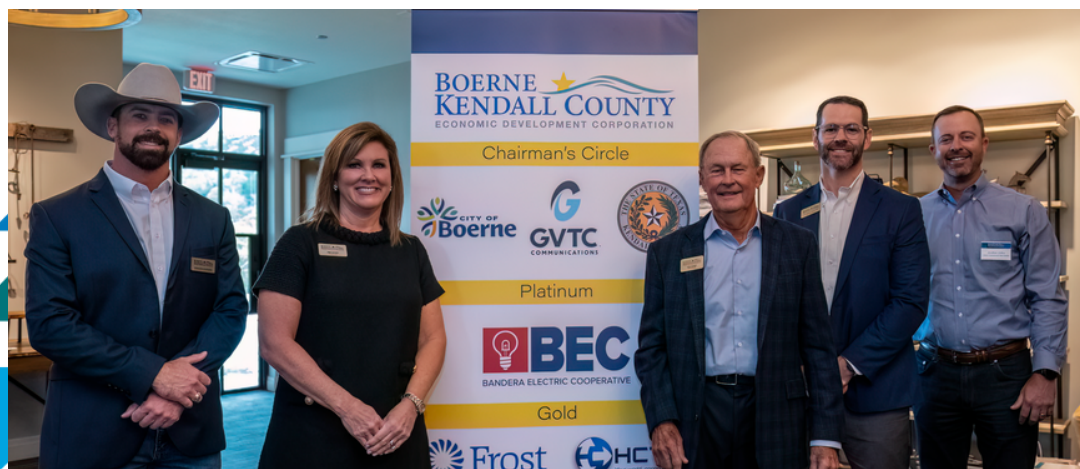
Frank Ritchie

### **Kendall County Commissioner**

Richard Chapman

### **Advisory Member**

Ritchie Sorrells, *GVTC*



EDC Officers, L to R:

Dakota Durden, Amy Story, Phil Hunke, Cayman Gentry, Jonathan Collins

# BKCEDC LEADERSHIP

## Board of Directors

**Keith Brady**

*Agave Design Studio*

**Caleb Clark**

*Edward Jones*

**Craig Cook**

*HCTC*

**Scott Crabtree**

*Honda of Boerne*

**Liz Crawford**

*Sendero*

**Carlin Friar**

*The Bank & Trust*

**Chuck Gregory**

*Terracon*

**Charlie Hill**

*Cordillera Ranch*

**Sam Joyner**

*Fulcrum Construction TX*

**Jason Kirkpatrick**

*Sonora Bank*

**Jennifer Latiolais**

*SEnergy powered by  
Schneider Engineering*

**Steve Mack**

*Texas Heritage Bank*

**Tommy Mathews**

*Westward Environmental*

**Kevin Pollo**

*CPS Energy*

**Mike Postel**

*Connexa*

**Neil Potter**

*Mercedes Benz of Boerne*

**Brooks Powell**

*Morningside Ministries at  
Menger Springs*

**Guy Sanders**

*Richter Boerne*

**James Schuepbach**

*Ryoak Real Estate Group*

**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**

*Greater Boerne Chamber of  
Commerce*

**Kurt Solis**

*Comfort Area Foundation*

**TBD**

*Comfort Chamber of Commerce*

**Dr. Yvonne Munoz**

*Comfort ISD*

**Dr. Thomas Price**

*Boerne ISD*



# Chairman's Circle



## Platinum Member



## Gold Members



### **Amy Story**

*President/CEO*

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

### **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 and any other operations questions.

### **Natalie Mroz**

*Chief Administrative Officer*

Natalie manages 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 the one to contact for BRE visits and Entrepreneur Spotlight videos.

