

SAN ANTONIO BUSINESS JOURNAL

Commercial Real Estate Quarterly

CRE firm moves to Pearl; office
space inventory, rents increasing

SPECIAL REPORT, 25-33



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Dr. Anthony
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Yantis building itself new headquarters

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Imagine a stress-free parking experience

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On the cover: Brad Parscale, president of Giles-Parscale, pitched to city leaders a new plan for parking downtown — and they listened. Photo by Visual Journalist Carlos Javier Sanchez

► COMING UP



- **May 27:** Insurance brokerages
- **June 3:** Architecture Firms, Civil Engineering Firms, MEP Engineering Firms, Structural Engineering Firms
- **June 10:** Chambers of Commerce

Want to be on The List? Email Kim Hernandez at khernandez@bizjournals.com to request a survey.

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NEXT POLL: DO YOU SUPPORT A BILL THAT WOULD ENFORCE SINGLE-SEX RESTROOMS IN TEXAS?

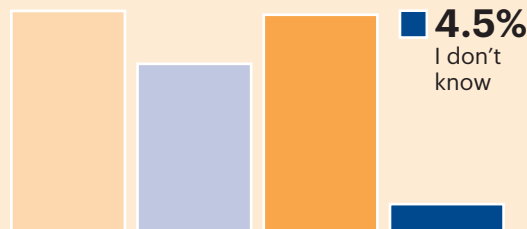
Lt. Gov. Dan Patrick has said he would support a bill that would bar people in Texas from using a bathroom for the gender other than the one on their birth certificate.

bizj.us/1mkgf8

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WOULD YOU BE INTERESTED IN TUNING INTO A SPURS CHANNEL?

- **34.8%** Yes, I would support a channel dedicated to San Antonio's one major league team
- **26.5%** Maybe, but it would depend on what other programming was offered on the channel
- **34.2%** No, I would not be interested in such a network



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EVENTS

The San Antonio Business Journal hosts networking, award and education events throughout the year. View the schedule and register for events at SanAntonioBusinessJournal.com/event.

- **Best in Commercial Real Estate Awards:** June 8, 5:30-8 p.m., at the McNay Art Museum. Contact 210-477-0855 or saevents@bizjournals.com.
- **Best Places to Work:** July 14, 11:30 a.m. to 1:30 p.m. Contact 210-477-0855 or saevents@bizjournals.com.

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2016 BEST PLACES TO WORK

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Event Date: July 14



Nomination Deadline: June 9
Publication Date: Aug. 5
Event Date: Aug. 4



Nomination Deadline: June 30
Publication Date: Aug. 26
Event Date: Aug. 25

UPFRONT

EDITOR'S NOTES

Bank economist: SA among top metros

BY TONY QUESADA

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San Antonio is outperforming many major metro areas in productivity and unemployment, while going forward, its two biggest challenges will be education and water.

That's what BBVA Compass' chief economist, Nathaniel Karp, told a luncheon audience on May 17 at the San Antonio Country Club.

Productivity growth has slowed here, he said, but it continues to be greater than in most metro areas as sectors such as health care, transportation and leisure are doing well enough to offset slow-downs in manufacturing and energy.

Overall, BBVA ranks San Antonio in the top 15 percent of metro areas in the country, he said.

After his talk, Karp told me that San Antonio has two things going for it that most metro areas don't: a large military presence and net population growth. This city, he said, is attracting people, including young people, which will keep the labor force competitive, while the military population will continue to be a buffer that other communities can't rely on.



Nathaniel Karp

One thing that bodes well for San Antonio's tech sector is that while private investment is down nationally overall, it's up in information technology and intellectual property – about 80 percent

since 2000.

"The economy is shifting from the traditional sectors into the high-tech sectors," Karp said. "This is something you already know."

It wasn't all rosy, as one member of the audience pointed to the disparity in the quality of San Antonio-area schools as something that can hold back the local economy in the long run, particularly as it pertains to high-tech sectors. Karp agreed, saying San Antonio's two biggest challenges will be education and water.

"San Antonio has the good and the bad," he said.

Karp said that a major hindrance is that the education system was essentially designed at a time when most students were expected to enter the blue-collar labor force.

"We now need students that rely more on innovation and high tech and embrace math and science," he said.

Affordable housing, good schools

For people asking where they can find a strong combination of affordable living and exceptional schools in San Antonio, the answer may be 78259.

That ZIP code, on the northeast corner of Loop 1604 and U.S. Highway 281, is ranked No. 16 on a recently released list of "The Most Affordable ZIP Codes With the Best Schools," compiled by HomeUnion, an online real estate investment management firm focused on residential property.

HomeUnion looked at median home prices in 31 major metro areas and crossed that with schools ranked in the 80th percentile or higher.

The 78259 ZIP code made the list with a first-quarter median home price of \$226,000 combined with schools in the 89.8th percentile – just barely missing the top 10 percent.

Only four of the ZIP codes ranked above 78259 had schools in a higher percentile; the list was ranked by home price. One ZIP code in Katy, Texas, had schools in the same percentile.

▶ MOST-READ ONLINE

These are the local business news articles that readers viewed most from May 11-17

1. VMC Consulting to add 1,000 jobs to meet expanding SA operations

New positions will handle in-bound consumer calls.
bizj.us/1mgxq

2. Texas Public Radio discussing Alameda Theater restoration, possible move downtown

Such a deal could trigger more urban development along San Pedro Creek.
bizj.us/1mi006

3. BBVA Compass to move San Antonio corporate offices downtown to Weston Centre

The bank's future office, including a retail branch, will undergo extensive renovations prior to the move.
bizj.us/1mhc4g

4. Rebecca Creek Distillery is pursuing a multimillion-dollar expansion, doubling of staff

Project would include more space for producing spirits, event facilities and space to accommodate visitors.
bizj.us/1mi6q4

5. Joeris General Contractors acquires construction arm of Koontz

The move would boost Joeris' presence in building corporate office, automotive, senior living, condominium and medical space.
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TRANSPORTATION

VIA to play bigger part in economic development

San Antonio's VIA Metropolitan Transit is interested in playing a more critical role in helping shape the future of urban development in the region. The payoff for area residents could be a better quality of life in a city that continues to experience incredible growth.

Brian Buchanan, senior vice president of development for VIA, said the authority is interested in exploring more transit-oriented development. VIA is already working with the city of Balcones Heights on a possible mixed-use project in that nearby community which would include residential and retail spaces, as well as a passenger terminal for the Primo Bus Rapid Transit service.

"With our region expected to almost double in population over the next 25 years, mobility will continue to be a challenge," Buchanan said. "Linking transportation and development is a proven policy that creates a sense of place and allows people to lessen the use of their personal automobile for many daily trips."

Christine Viña, an architect and urban planner for VIA, said such transit developments could prove essential in helping San Antonio address future population growth.

"By concentrating the opportunity to live, work and play in compact developments focused around transit, municipalities can focus resources and be more efficient with their services," Viña said.



VIA is interested in exploring the integration of transportation in more urban development projects.

COURTESY OF VIA METROPOLITAN TRANSIT

"When compact developments are located in activity centers throughout the region, fewer miles are required to be traveled by vehicle, as the ability to walk or bike to access services and entertainment is increased."

VIA officials said the future of transit-oriented development will depend on a number of factors, as potential projects will need to be evaluated alongside the organization's own long-range planning efforts. But Buchanan believes there is an opportunity to reduce sprawl and better maximize the use of urban spaces.

"In the development world, rooftops drive commercial and retail development," he said. "In transit-oriented development, we have the rooftops, the retail and the transportation all being linked together – and if done well, (that) drives future development around the transportation infrastructure."

▶ NOTABLE NUMBER

4

Number of nonstop destinations Frontier Airlines will now fly to and from San Antonio

▶ ON THE RECORD

It's still not clear where the Oakland Raiders will land or if San Antonio is still in the hunt. Asked for an update on the NFL team and its owner, Mark Davis, one local leader offered this assessment:

"The package we put together is still available. But I have no idea what that guy is going to do."

RED McCOMBS,
Alamo City businessman

BEER & BOOZE

CRAFT SPIRITS COMPANY PURSUING BIG EXPANSION

Rebecca Creek Distillery is running out of room. Demand for the San Antonio-based spirits maker's line of products has forced its founders to craft a plan for a new distillery campus that can accommodate more production capacity and consumers.

"We are actively seeking land right now in the Hill Country. We are looking for about 12 to 16 acres," said Rebecca Creek co-founder Steve Ison.

The plan is to secure acreage along U.S. Highway 281 near Rebecca Creek's current leased distillery space in Bulverde where a new complex can be constructed. That facility would include more distilling and event space.

"This will allow us to really ramp up the production and tourism. We could double our staff," Ison said.

In February, the Distilled Spirits Council of the United States reported that sales of such products approached \$72 billion in 2015. One sector that is helping drive that growth is craft spirits makers who are producing artisanal products.

"Right now, we are probably in the top 3 percent among all the craft



Rebecca Creek Distillery co-founder Steve Ison.

JULIAN CORDERO | SABJ

distilleries in the country as far as volume," Ison told me.

Next month, Rebecca Creek will expand its reach to California via a distribution deal with Southern Wine & Spirits. The company expects to get its products into Michigan before the end of summer, and has also received its first order from China.

Ison said Rebecca Creek is on track to sell 84,000 cases of spirits this year and more than 100,000 cases in 2017.

"In three years, we'll be a 200,000-case brand," he said. "With that growth, we need to expand."

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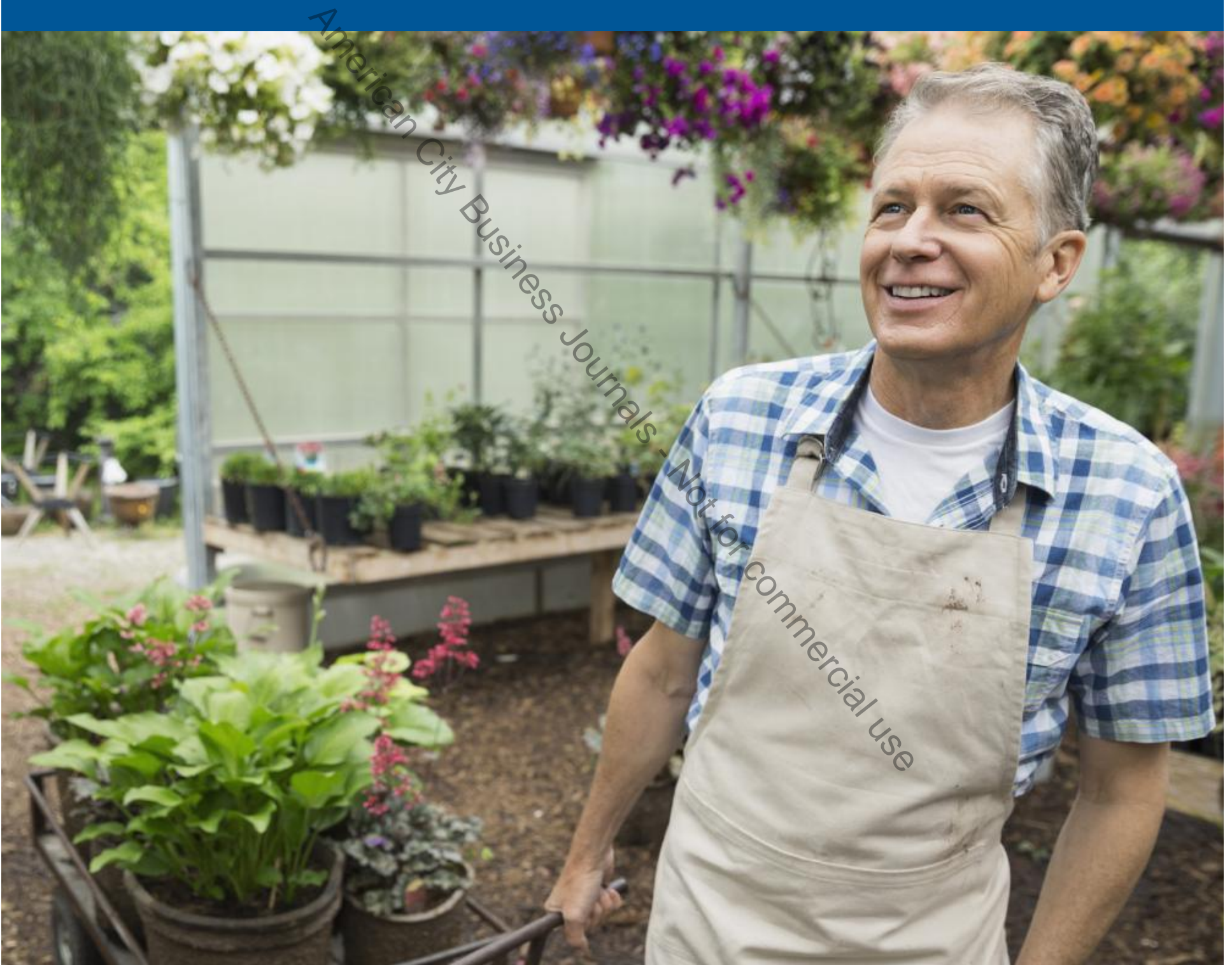
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CANCER RESEARCH

START gaining greater global presence

South Texas Accelerated Research Therapeutics is expanding its international footprint – again. This time, the San Antonio-based cancer research group, which already operates one of the world's largest Phase I medical oncology programs, is opening a new center in Taiwan.

START Taipei will be located on the campus of Taipei Medical University. The new site is expected to receive its first patient this month.

START co-founder Dr. Anthony Tolcher said this latest expansion represents an opportunity to bring more critical research “to a region and a country where patients are currently underserved.”

Tolcher told me more than a year ago that his group was working with officials in Taiwan to establish a clinical site in Taipei.

“You won’t transform clinical (research) unless you put it on a much bigger scale, so we are trying to bring these centers closer to where the people

are,” Tolcher said. “San Antonio is the mother ship.”

Taipei is Taiwan’s largest city, with an estimated population of about 8 million people.

The Taipei center is the sixth in START’s global network of Phase I clinical research sites. START already has two centers in Madrid, one in Shanghai and another in Grand Rapids, Michigan.

Tolcher said the expansion to Taiwan is part of a larger effort to accelerate the development of new therapies by leveraging the expertise in START’s home city.

“Our doctors are highly trained here in San Antonio,” he said.

More than 600 patients participate in START’s Phase I drug trials annually. Many of those patients travel from all over the world for treatment.

The expansion to Taipei will bring START’s expertise closer to patients in that part of the world.



FILE PHOTO

START co-founder Dr. Anthony Tolcher

► ON THE MOVE



FILE PHOTO

BERNARD ARULANANDAM

The University of Texas at San Antonio has named Bernard Arulanandam interim vice president for research. Arulanandam will assume the new position on June 1, filling in for Mauli Agrawal, who has been tapped by university leaders to serve as interim provost and vice president for academic affairs at UTSA.

Arulanandam previously served as UTSA’s assistant vice president for research support. He is also director of the university’s South Texas Center for Emerging Infectious Diseases and the Jane and Roland Blumberg Professor in Bioscience.

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► THEY SAID IT: PARKING CRUNCH EDITION

“The biggest problem that we have running (tech) meetups downtown is parking. That is the number one challenge that faces the tech scene in San Antonio is finding a place to park.”

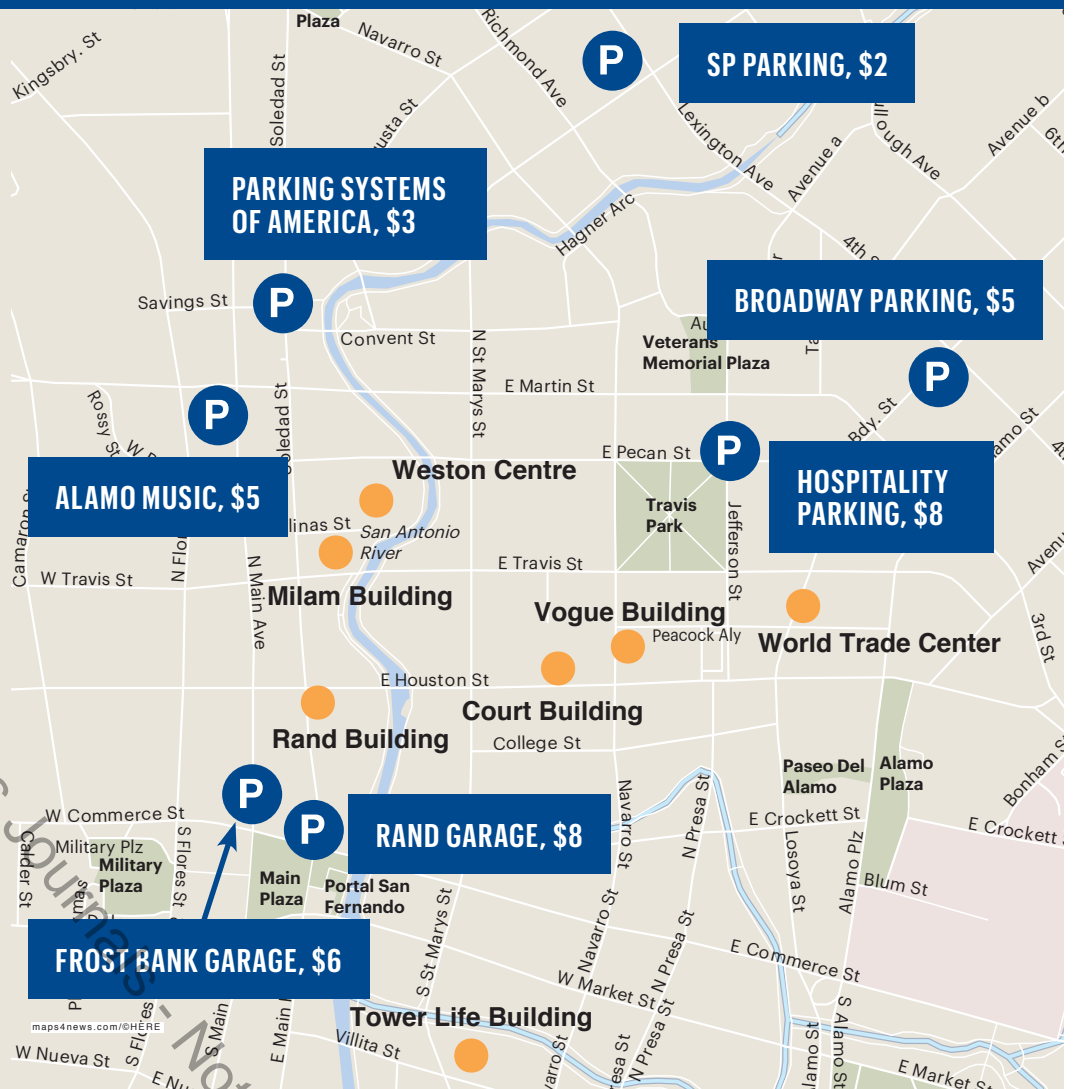
JASON STRAUGHAN, CEO of Grok Interactive

“Most people who are from San Antonio don’t expect to pay for parking ever, but most of the people who move to San Antonio from another city don’t blink twice about paying for parking.”

LORENZO GOMEZ, CEO of Geekdom LC, a tech-centric coworking space downtown.

“Parking is nowhere near the top issue with the tech scene, it’s talent. Rather than more cheap parking, what we have to do is make it so there are so many amenities downtown like restaurants, bars and activities that people are getting a bargain when they pay to park and then walk.”

MICHAEL GIRDLEY, co-founder of Codeup, a coding bootcamp downtown.



NOTE: MOST DOWNTOWN PARKING IS \$10 OR MORE. THE MAP ABOVE OFFERS SOME CHEAPER ALTERNATIVES.

TECH TOWN

PARKING CONGESTION IS JUST A BYPRODUCT OF INEFFICIENT TRANSPORTATION IN SA

San Antonio may have a parking problem downtown, but some argue that it is just a symptom of a transportation system that doesn't efficiently move people around the city and ties them to a car for the whole day. San Antonio's technology sector feels that heat since technologists are more likely to expect on-demand services.

“If we do not solve for sprawl and

transportation, then when someone is evaluating three cities to move their company to, we are going to be on the bottom of the list,” said Lorenzo Gomez, CEO of Geekdom LC, and board member of Tech Bloc — a tech advocacy organization in San Antonio in an interview this spring.

In the Alamo City, there is a slew of tech startups that have leased office

space in the downtown district. Bulking up this tech ecosystem, however, will require that San Antonio have thriving transportation networks, which is why Tech Bloc has thrown its support behind Lone Star Rail, a commuter train between Austin and San Antonio. Tech Bloc has also been an avid champion of ride-sharing — an issue that the City Council will soon take on again, when it

reviews its current program this June.

As the city evaluates its ride-hailing pilot program with Uber Technologies Inc., Lyft Inc. and Get Me, Tech Bloc is rounding up the tech troops to participate in the feedback sessions — one of which happened this week. The next one is scheduled for June 1 at TriPoint.

For more: bizj.us/1mkmsy

► IN BRIEF

BORDER BROADBAND

GVTC TAKES ON A FIBER RING FROM AUSTIN TO MEXICO

In an effort to spur economic development in the Rio Grande Valley and diversify its income stream, GVTC expanded its wholesale fiber network across South Texas.

For more: bizj.us/1mdkba

NEW RECRUITS

SOFTWARE DEVELOPER BOOTCAMP OPEN IN RGV

A tuition-free, full stack coding bootcamp subsidized by the Mission Economic Development Corp. in the Rio Grande Valley starts classes on June 20. Students get a \$1,000 monthly living allowance and \$500 for completing the program in addition to a personal laptop. Geekdom member and Code RGV founder, Olmo Maldonado is recruiting teachers for the program.

For more: codergv.org/boot/students

HOT STARTUPS

THREE TECHNOLOGY STARTUPS I'M WATCHING IN THE SAN ANTONIO MARKET

Real estate, food, and housing are the industries that these tech startups are aiming to disrupt. Here's a snapshot of who's involved, what kind of traction the companies have so far and a big leap left to make.

For more: bizj.us/1mji66

BIG DATA

WHY THIS SA COMPANY INVESTED IN A BUSINESS INTELLIGENCE PLATFORM

Bartlett Cocke General Contractors took its data from daily operations and put it to work with a business intelligence platform by a technology giant. Here's what to keep an eye out for when integrating new software into a corporate IT network.

For more: bizj.us/1mji2y

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SPOT ON THE LIST

SAN ANTONIO EARNING TOP SPOTS ON MIX OF MARKET RANKINGS

My inbox lately has been filled with rankings for the strongest industrial markets, best places to get a job, places where it's cheaper to buy than to rent, and which cities are attracting the highest portion of millennials.

Increasingly, San Antonio isn't simply included on the list, it's earning a spot at the top.

Here are some recent examples of the city's rise among other top-ranking metros:

1ST PLACE

- San Antonio was at the top of RENTCafe's list of mature metro areas with the highest percentage of luxury apartments delivered in 2015. Nationwide, 75 percent of all large multifamily developers were high-end rentals, but with all 17 of San Antonio's multifamily developments classified as upscale construction, the city came first in the nation for luxury apartment development.

2ND, 3RD AND 6TH PLACE

- On commercial real estate advisor Situs' recent Price vs. Value lists for the apartment, retail, industrial and office markets, San Antonio scored some top spots among 50 other metros. The city's strong fundamentals earned it second place on the firm's apartment list, third place on both the retail and industrial lists, and sixth place on Situs' office list.

26TH PLACE

- Looking for a place to start a career? Head to San Antonio, where the city ranked high for professional opportunities and quality of life, according to WalletHub, which analyzed 150 of the largest cities across the country. The analysis pointed out areas with the highest number of entry-level positions, strongest job growth, most affordable housing and largest millennial population.

42ND PLACE

- On Zumper's recent look at the best cities for new college graduates in 2016, San Antonio took spot No. 42 on its list of 260 cities across the country. The Alamo City also scored an overall A- and in the top 10 percent for nightlife and activities. Meanwhile, its millennial population, income, restaurants, bars, amenities, employment rate and single population gave it a boost into the top 20 percent.

CONSTRUCTION

Koontz, Joeris growing in new directions

Koontz Corp. wanted to strengthen its focus on multifamily business. Joeris General Contractors was looking to extend into more commercial construction markets.

The ensuing deal between the two local companies could not have been more seamless.

The agreement, which was finalized this month, resulted in Joeris' acquisition of Koontz Construction's commercial division, a team that has a long resume of projects in the corporate office, automotive, senior living, condominium and medical construction industries.

"This will help strengthen our footprint in the private market," Joeris CEO Gary Joeris said of the acquisition. "It will bring in more business, open new relationships ... We get to bring on some great people with resumes outside of our normal business."

While the construction arm of Koontz Corp. had been the most profitable source of revenue for the local company, the deal has opened the door for Koontz to build up its name, so to speak, in the Texas multifamily market.

Koontz Construction will wrap up work on the five commercial and five multifamily developments it has in its pipeline before transitioning its com-



Koontz Corp.
CEO Bart
Koontz, left, and
Joeris General
Contractors
CEO Gary Joeris

COURTESY OF JOERIS GENERAL CONTRACTORS

mercial business over to Joeris — all of which are expected to finish by this fall — but it is already moving full-speed ahead with its new direction.

The company announced last week that it will start work on a 313-unit upscale community located at the intersection of Sundance Parkway and FM 306 just a hop away from The Villas at Sundance complex Koontz developed about four years ago.

The finalized agreement between the two local companies will keep the multifamily division of Koontz Construction under Koontz's corporate umbrella, but as Koontz Chief Financial Officer Troves Gilbert said, the deal will allow

the company to refocus back on its roots as a development company.

Koontz President and CEO Bart Koontz echoed Gilbert's sentiments by adding that the company will be narrowing in "on the areas of business we've traditionally done well in. We have been lucky to have been able to play in all of San Antonio's food groups, but this is a market-driven decision."

And that decision is one Joeris is planning to benefit from.

"This will give us more diversification in more markets," the Joeris CEO said. "We were already looking for more people to hire, so this was good for us. It couldn't have been easier."



COURTESY OF YANTIS CO.

DEVELOPMENT

YANTIS' NEW HQ WILL BRING IT CLOSER TO FOCUS ON PRIVATE WORK

Yantis Co.'s 50-year-long resume includes some of the largest civil construction projects throughout San Antonio. And now, as the local company refocuses on its core business, its plans to build itself new headquarter facilities will allow the company to do something it hasn't been able to for decades — have all of its operations work from one address.

"It will have everyone in one spot again," Yantis' CEO Mike Yantis said about the new building housing the company's 350-plus employees. "We're building around what each department needs."

The civil construction company will break ground next month on a 15-acre site along the city's outer loop for its new corporate home. The property at 5425 N. Loop 1604 East, which Yantis has owned for the past several years,

will have space for a 14,500-square-foot office building, an 8,600-square-foot shop facility and more than enough room for Yantis to grow into its future plans.

Yantis hopes to be in its new home by spring 2017.

As it is now, the company has its administrative, accounting and executive departments housed in the headquarters building at 3611 Paesano's Parkway, which Yantis built in 2007.

"It has gotten to the point where we want our own space," Yantis said of occupying about 14,500 square feet of the 33,000-square-foot property.

Since it was formed as a utility company in 1965, Yantis has worked on projects for the San Antonio International Airport, Fort Sam Houston, SeaWorld, Alamo Ranch, Westover Hills, Wal-Mart's distribution

center, Six Flags Fiesta Texas, Texas Research Park, Tesoro's headquarters, H-E-B and Dollar General's distribution center — the last a project Yantis said has been its most complicated job so far.

Despite all of its success in the public arena, the company is "refocusing on its core efficiencies" by narrowing in on more subdivisions and private contracts, Yantis said.

So what will the next five decades look like for the local company? Considering San Antonio's explosive growth, it is expecting to target more industrial developments, Yantis said, especially along the strengthening I-35 corridor to Austin, along with additional residential subdivision jobs — all operating under a new roof of its own.

OFFICE

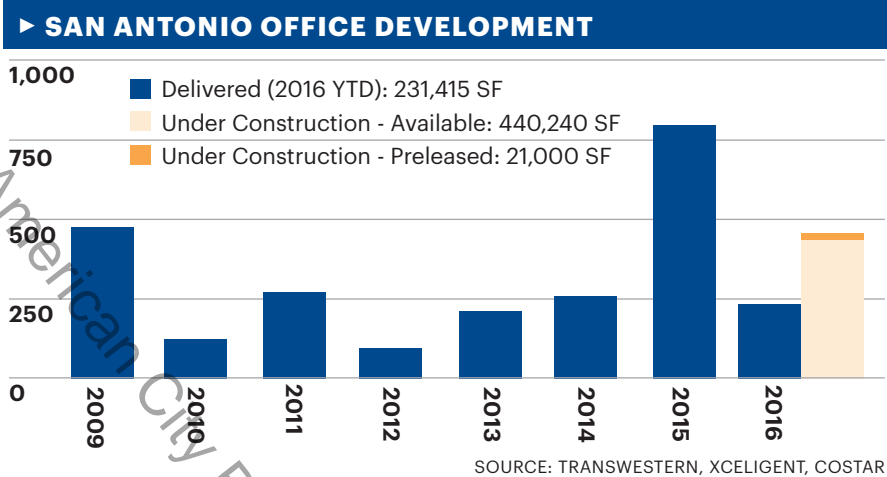
OFFICE MARKET A MIXED BAG WITH LOTS OF SPACE, RISING RENTS

Depending on the angle, San Antonio's office market is either firing on all cylinders or showing signs of struggling to absorb all of the new construction. In Transwestern's recent First Quarter 2016 Office Market report, it's a combination of both.

According to the commercial real estate giant, there is more than 600,000 square feet of brand-new office product throughout San Antonio sitting empty. And with more than 461,240 square feet currently under construction — only 4 percent of which is preleased — the city's office market could be up against some serious challenges in terms of filling the influx of new space.

However, Transwestern highlighted a few bright spots in the market that could help buoy the additional product.

For example, it reported that the overall vacancy rate for San Antonio is sticking below the 20 percent vacancy mark, starting this year at a vacancy rate of 18.4 percent compared to 18.7 percent at year-end 2015.



Additionally, all of the new construction — most of which is Class A product located in Northwest San Antonio — has pushed the city-wide average rental rate to an all-time high of \$22.34 per square foot.

While preleasing figures for new buildings are extremely low, the first

three-month period of the year realized nearly 230,000 square feet of positive net absorption, the 10th straight quarter of gains thanks to large leases by tenants such as Time Warner at One51 Office Centre; Google Fiber, WP Engine and JungleDisk at The Rand Building; Grainger in Fountainhead Park II;

Cornerstone Mortgage at Pond Hill; and Community Health Plans for The Oaks at University Business Park II.

Overall, tenants are still gravitating toward product in the Northwest submarket, an area that contributed the most to the city's leasing activity with nearly 72,360 square feet of positive net absorption.

So what's next? For now, average rental rates appear to be sticking at more than \$20 per square foot, with Class A space averaging about \$28 per square foot. The first quarter of the year marked the sixth consecutive quarter with rents higher than the \$20 mark.

However, despite rents holding on at higher levels, occupancy will still be the top concern for the remainder of the year. Of the 1.2 million square feet of new product delivered since 2015, 49.3 percent is still vacant. It will take some time, but as Transwestern said, with every new delivery, the market is seeing true demand. It's just a matter of when that demand will fill all of the space.





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ENERGY INC.

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CLEAN ENERGY

'Advanced energy' jobs outnumber refining

The Lone Star State is the center of the nation's oil and gas industry, but the solar, wind and energy-efficiency sectors appear to be on track to one day eclipse the fossil-fuel industry.

It's no secret that low commodity prices have resulted in thousands of layoffs across the oil and gas industry, which at last count employed around 245,000 people in Texas. But a new report from the Texas Advanced Energy Business Alliance shows that "advanced energy" jobs have grown to the point where they now employ more people than refining and chemical manufacturing in the Lone Star State.

Advanced energy jobs include those in the wind, solar and nuclear sectors, as well as advanced natural gas, energy storage, LED lighting, smart meters, and related industries.

Drawing on data from the U.S. Bureau of Labor Statistics, TAEBA's report shows that more than 143,000 people in Texas work for "advanced energy" companies,



An employee at Green Star LED manufacturing facility in Northwest San Antonio assembles an energy-efficient street light.

CARLOS JAVIER SANCHEZ | SABJ

compared to the 100,000 jobs in chemical manufacturing and refining. TAEBA Executive Director Suzanne Bertin said that "advanced energy" jobs will continue to grow and play a larger role in the state's economy.

"These are jobs that help to produce clean, reliable, secure and affordable energy," Bertin said.

While abundant sunshine and wind make Texas attractive to wind and solar firms, the state's business-friendly environment and deregulated energy market have attracted other sectors, Bertin said.

"If you have a technology capable of providing services that we need, you can come and enter into the market," she added.

► BY THE NUMBERS

JOB MARKET GOING 'GREEN'

Advanced energy continues to grow in Texas, where it now employs more people than the state's refining and chemical-manufacturing firms. Here's a look at what that means for the Lone Star State:

\$16 billion

Amount of revenue in Texas

143,023

Advanced energy jobs in Texas

14,968

Advanced energy companies in Texas

7,925

Advanced energy jobs in Bexar County

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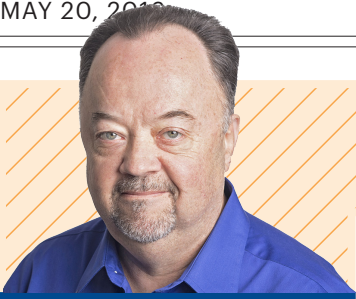
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SPORTS VIEW

W. Scott Bailey
Sports Business Columnist

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MEDIA

Local radio game-changer a net loss for San Antonio



CARLOS JAVIER SANCHEZ | SABJ

The UTSA Roadrunners may get even less time on Ticket 760 now that iHeartMedia has canceled its afternoon drive time show in San Antonio and replaced it with an Austin-based program.

Coverage of local sports was dealt a blow this week when iHeartMedia Inc. opted to omit Geoff Sheen and Ticket 760’s afternoon drive show. The media giant, founded in San Antonio, traded in the locally hosted sports talk show on one of its San Antonio properties, KTKR-AM (Ticket 760), for an Austin-based program. Such a move may not be a surprise, considering the history of iHeartMedia, previously known as Clear Channel, as a detractor of localism. Indeed, the media giant took issue several years ago with federal officials’ push for more oversight aimed at ensuring greater local content after folks in Washington, D.C., cleared the path for greater media consolidation. So now, Sheen’s show has been replaced with “The Sports Buffet,” which is based out of iHeartMedia’s Austin sports talk station, AM 1300 The Zone. The show is hosted by the voice of the Texas Longhorns, Craig Way, and former Longhorns cornerback Rod Babers. It doesn’t take a lot of market research

to conclude that this move does little to improve the sports landscape in San Antonio. Ticket 760 is the home of the UTSA Roadrunners. But how much love are the Birds going to get on a talk show hosted by individuals with direct ties to the mother ship Longhorns? How do the Spurs benefit when they are no longer the only dominant player on a talk show now based in Burnt Orange country that has other allegiances and agendas it must address? Where this change-up will really come to a head is when, or if, Major League Soccer expansion talks heat up in the Alamo City. San Antonio wants a franchise. But so does Austin. Sheen, to his credit or detriment, stood on a soap box and preached the merits of the Alamo City and the need to chase after more big league teams. That dialogue is mostly dead now that he’s gone. It’s worth mentioning that Ticket 760’s morning drive show is hosted by Mike Taylor, who, at last check, does not

live anywhere near San Antonio, and who countered much of what Sheen preached with regard to NFL or Major League Baseball aspirations with the tired argument that San Antonio is too small for such ambitious pursuits. There is enough talent in San Antonio to cover a pair of weekday drive-time radio shows. And there are enough local topics to keep that talent busy. Sure, if this latest move saves iHeartMedia money, that’s a win for the company’s bottom line. But at what cost to this city and its image? Say it isn’t so Texas League’s Frisco RoughRiders plan to sell a new drink called Roughie’s Red Punch, according to the Dallas Morning News. A blend of alcohol, fruit punch and an energy drink, is a toast to Rangers infielder Rougned Odor, who landed a blow to Toronto Blue Jays outfielder Jose Bautista in a recent game, costing him an eight-game suspension.

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RESIDENTIAL MORTGAGE LENDERS

RANKED BY LOCAL MORTGAGE VOLUME IN 2015

	Business name Website	Address Phone	Local mortgage volume 2015	No. of mortgages closed 2015	Average mortgage amount	FHA/VA mortgage \$ volume 2015	Top local lending officer
1	Legacy Mutual Mortgage ② legacymutual.com	3503 Paesanos Pkwy. San Antonio, TX, 78231 210-492-4900	\$549.18 million	2,335	\$235,195	\$357.62 million	Dan Diepenhorst, dan@legacymutual.com
2	Randolph-Brooks Federal Credit Union ① rbfcu.org	1 Randolph Brooks Pkwy. Live Oak, TX, 78233 210-945-3300	\$471.26 million	4,007	\$117,609	\$34.1 million	Sonya McDonald
3	Security Service Federal Credit Union ③ ssfcu.org	16211 La Cantera Pkwy. San Antonio, TX, 78256 210-476-4000	\$280.12 million	2,230	\$125,613	\$132,554	Gabriella Bafidis, gbafidis@ssfcu.org
4	Jefferson Bank Mortgage ④ jeffersonbank.com	6015 Broadway St San Antonio, TX, 78209 210-736-7700	\$185.94 million	700	\$265,600	\$9.31 million	Mike Wueste, mwueste@jeffersonbank.com
5	Guild Mortgage Co. ⑥ guildmortgage.com	14100 San Pedro Ave. #210 San Antonio, TX, 78232 853-0224	\$89.89 million	483	\$186,103	\$69.56 million	Jack Shull, jshull@guildmortgage.net
6	Broadway Bank ⑦ broadway.bank	1177 N.E. Loop 410 San Antonio, TX, 78209 210-283-6300	\$76.52 million	155	\$493,700	\$0	Greg Bobbitt, gbobbitt@broadwaybank.com Robert Martinez, rmartinez2@broadwaybank.com
7	Directions Equity Home Loan ⑧ directionsequity.com	18730 Stone Oak Pkwy. #208 San Antonio, TX, 78258 210-257-0642	\$46.71 million	192	\$243,259	\$46.54 million	Mario Galdos
8	Benchmark Bank/Affiliated Mortgage * SALENDING.COM	211 N. Loop 1604 E #150 San Antonio, TX, 78232 210-491-2502	\$43.72 million	210	\$208,190	\$22.38 million	Jennifer Guidry, jennifer@SALending.com
9	Alamo Premier Mortgage Group ⑩ alamolending.com	29750 U.S. Hwy. 281 N Bulverde, TX, 78163 830-438-8119	\$31.93 million	123	\$259,550	\$0	AJ Allee
10	Smart Choice Mortgage LLC * oconnormortgage.com	17319 San Pedro Ave. Bldg. 1, #130 San Antonio, TX, 78232 210-414-7534	\$29.47 million	94	\$313,527	\$0	Christina O'Connor, Christina@SmartChoiceMtg.com

NOTES: * Indicates that company was not ranked on prior year's list | Date published: May 20, 2016

A CLOSER LOOK

Need a home loan? The firms on this list are ready to serve you!

FILE PHOTO



\$2.45 M

Average mortgage amount of all companies represented on list.

4,007

Most number of mortgages closed in 2015 — Randolph-Brooks Federal Credit Union

ABOUT THE LIST

Information was obtained from firm representatives. Information on The List was supplied by individual companies through questionnaires and could not be independently verified by the San Antonio Business Journal. Wells Fargo Home Mortgage and Premier Nationwide Lending did not respond to our inquiries by deadline. Only those that responded to our inquiries were listed.

THANK YOU BELONG ON THIS LIST?
Email me at khernandez@bizjournals.com

THE ONLINE LIST
To see additional information about the lists visit the online list at bizjournals.com/sanantonio/topic/lists.

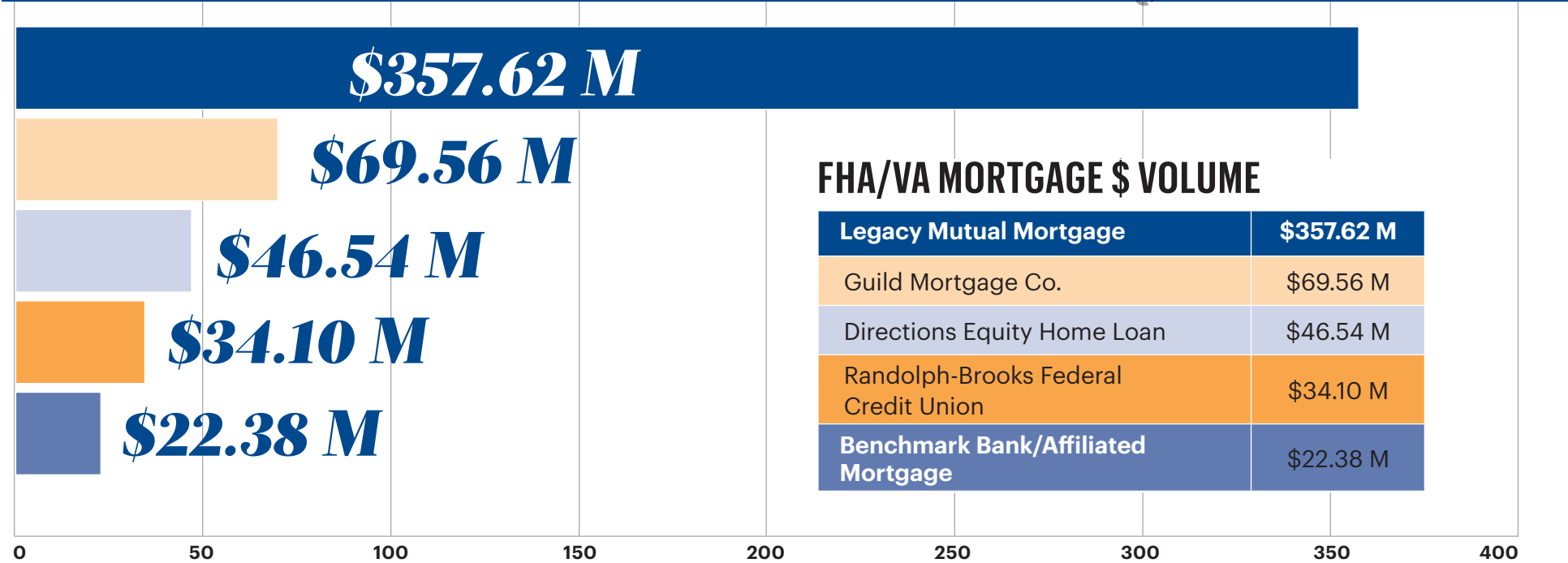
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WELLS FARGO

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JOERIS General Contractors

BY THE NUMBERS

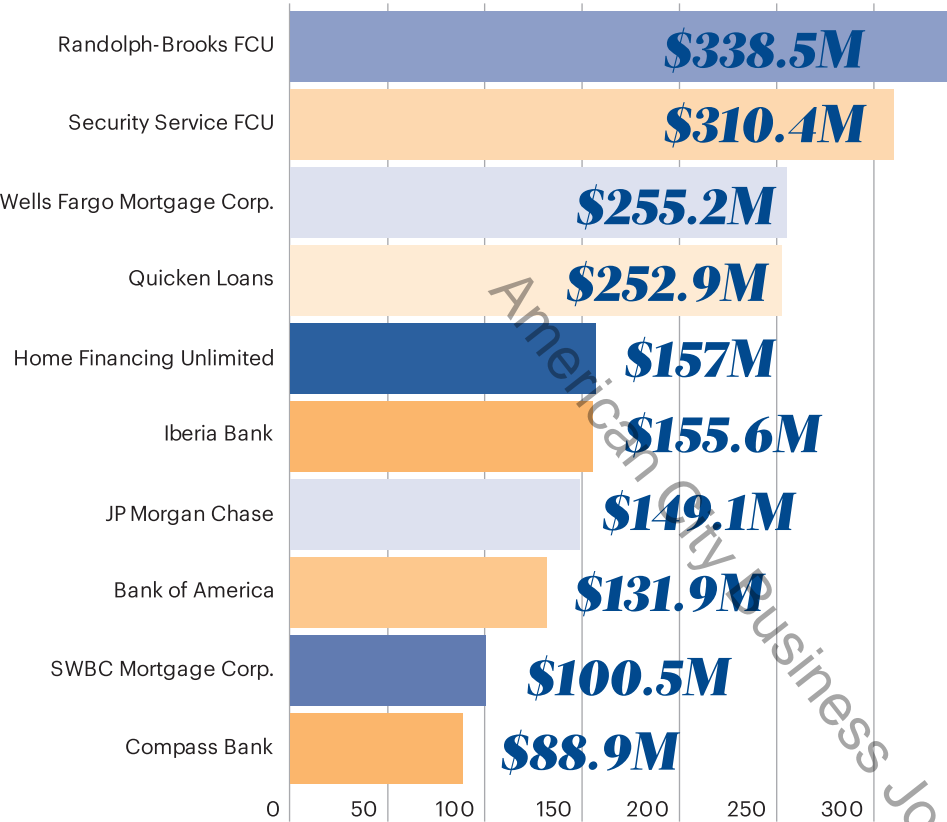


THE LIST

CONVENTIONAL MORTGAGE LENDERS

HOW THEY STACK UP — BY THE DOLLARS

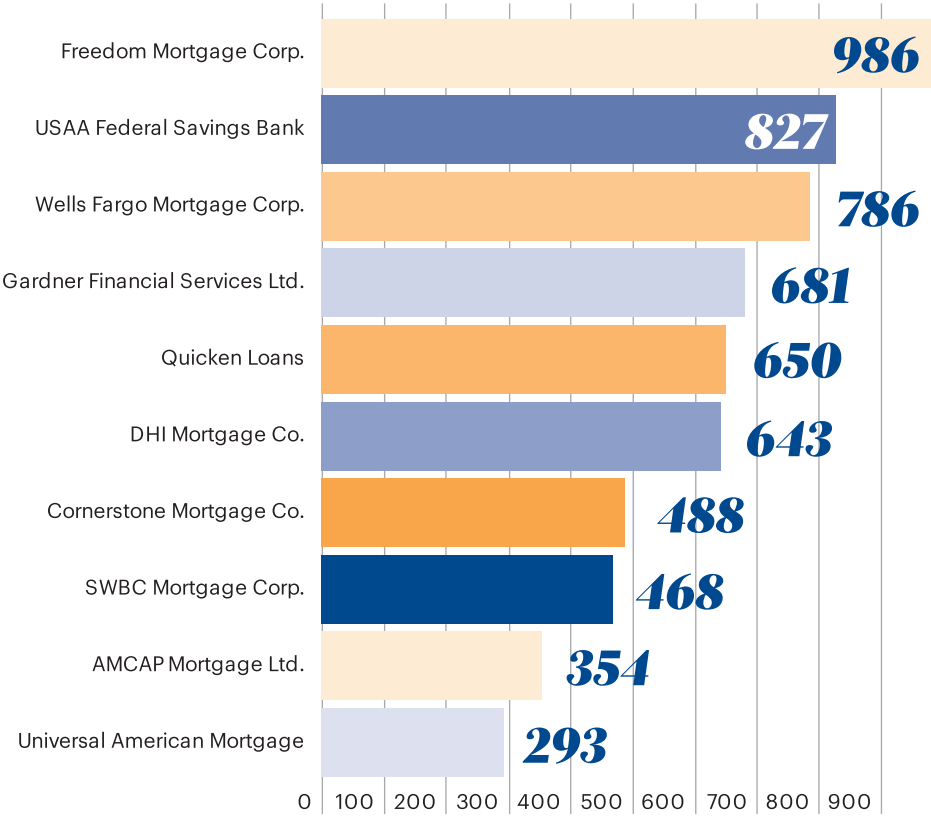
Below is a break down of the 10 largest conventional mortgage lenders doing business in the San Antonio MSA — as ranked by total mortgage volume for 2015. Information is courtesy of MortgageDataWeb (mortgagedataweb.com)



GOVERNMENT-BACKED MORTGAGE LENDERS

HOW THEY STACK UP — BY THE MORTGAGES

Below is a break down of the 10 largest government-backed mortgage lenders doing business in the San Antonio MSA — as ranked by the total number of mortgages closed in 2015. Information is courtesy of MortgageDataWeb.





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RESIDENTIAL MORTGAGE LOAN OFFICERS

RANKED BY DOLLAR VOLUME OF LOANS CLOSED IN 2015

	Loan officer name/ Prior year's rank E-mail	Dollar volume of loans closed 2015	No. of residential loans closed 2015	Largest dollar transaction made in 2015	Company	Local executive officer
1	Josh Sigman ① josh@legacymutual.com	\$102,517,311	446	\$1.05 million	Legacy Mutual Mortgage	Daniel Diepenhorst, ddiepenhorst@legacymutual.com
2	Joe Bass ③ jbass@legacymutual.com	\$78,140,427	330	\$674,962	Legacy Mutual Mortgage	Daniel Diepenhorst, ddiepenhorst@legacymutual.com
3	Niki Salter ② niki.salter@legacymutual.com	\$72,725,594	271	\$668,000	Legacy Mutual Mortgage	Daniel Diepenhorst, ddiepenhorst@legacymutual.com
4	Wes Kleckley ④ wes@linloan.com	\$54,376,116	263	\$603,000	Interlinc Mortgage Services	Wes Kleckley, wes@linloan.com
5	Scott Caroselli ⑨ scaroselli@primelending.com	\$50,692,873	177	\$1.35 million	PrimeLending a PlainsCapital Co.	Angela Guitier, aguitier@primelending.com
6	Tom Romanello ⑦ tromanello@leagcymutual.com	\$46,031,499	188	\$1.41 million	Legacy Mutual Mortgage	Daniel Diepenhorst, ddiepenhorst@legacymutual.com
7	Ana Kennedy ⑤ ana.kennedy@bbvacompass.com	\$45,449,423	107	\$6.1 million	BBVA Compass	Jeff Mayer, jeff.mayer@bbvacompass.com
8	Jennifer Guidry ⑧ jennifer@salending.com	\$43,720,038	210	\$640,000	Benchmark Bank/Affiliated Mortgage	Jennifer Guidry, jennifer@salending.com
9	Mark Drew ⑩ mark.drew@amegymortgage.com	\$43,424,229	85	\$1.99 million	Amegy Bank of Texas	David McGee, david.mcgee@amegybank.com
10	Linda Rudd ⑥ lrudd@legacymutual.com	\$43,343,479	145	\$1.26 million	Legacy Mutual Mortgage	Daniel Diepenhorst, ddiepenhorst@legacymutual.com
11	Keri Moses ⑬ kmoses@jeffersonbank.com	\$40,549,533	163	\$840,000	Jefferson Bank Mortgage	Mike Wueste, mwueste@jeffersonbank.com Danny Butler, dbutler@jeffersonbank.com
12	Greg Bobbitt ⑫ gbobbitt@broadwaybank.com	\$40,356,650	67	\$1.8 million	Broadway Bank	Pamela Parish, pparish@broadwaybank.com
13	Jack Shull * jshull@guildmortgage.com	\$37,009,687	171	\$1.15 million	Guild Mortgage Co.	Jack Shull, jshull@guildmortgage.com
14	Robert Martinez ⑫ rmartinez@broadwaybank.com	\$34,806,953	88	\$1.66 million	Broadway Bank	Pamela Parish, pparish@broadwaybank.com
15	Mark Scumaci ⑭ mark.scumaci@bbvacompass.com	\$32,376,369	67	\$1.7 million	BBVA Compass	Jeff Mayer, jeff.mayer@bbvacompass.com
16	Gabriella Bafidis ⑬ gbafidis@ssfcu.org	\$30,301,674	243	\$685,000	Security Service Federal Credit Union	Jim Laffoon, pwilkins@ssfcu.org
17	Donna Terrell ⑮ dterrell@legacymutual.com	\$29,733,673	105	\$1.98 million	Legacy Mutual Mortgage	Daniel Diepenhorst, ddiepenhorst@legacymutual.com
18	Daniel Bonney * dbonney@ssfcu.org	\$29,651,929	240	\$699,200	Security Service Federal Credit Union	Jim Laffoon, pwilkins@ssfcu.org
19	Christina O'Connor ⑮ christina@legacymutual.com	\$29,471,541	94	\$634,053	Legacy Mutual	Daniel Diepenhorst, ddiepenhorst@legacymutual.com
20	Darius Herold * dherold@ssfcu.org	\$28,889,696	219	\$614,600	Security Service Federal Credit Union	Jim Laffoon, pwilkins@ssfcu.org
21	Sally Sohn ⑮ ssohn@jeffersonbank.com	\$28,403,579	101	\$1.05 million	Jefferson Bank Mortgage	Mike Wueste, mwueste@jeffersonbank.com Danny Butler, dbutler@jeffersonbank.com
22	Todd Schneider ⑮ tschneider@jeffersonbank.com	\$27,596,924	91	\$1 million	Jefferson Bank Mortgage	Mike Wueste, mwueste@jeffersonbank.com Danny Butler, dbutler@jeffersonbank.com
23	Lori Sada ⑮ lsada@jeffersonbank.com	\$27,277,713	94	\$1.54 million	Jefferson Bank Mortgage	Mike Wueste, mwueste@jeffersonbank.com Danny Butler, dbutler@jeffersonbank.com
24	Elaine Longmaire * elongmire@jeffersonbank.com	\$25,342,864	80	\$1.1 million	Jefferson Bank Mortgage	Mike Wueste, mwueste@jeffersonbank.com Danny Butler, dbutler@jeffersonbank.com
25	Allan Rhodes * arhodes@ssfcu.org	\$24,508,658	212	\$363,270	Security Service Federal Credit Unoin	Jim Laffoon, ssfcu@ssfcu.org

► CLOSER LOOK

446

Highest number of residential loans closed in 2015 — Josh Sigman

\$6.1 M

Largest dollar volume of transactions closed in 2015 — Ana Kennedy

MOST YEARS IN BIZ

Jack Shull32

Susan Brandenburgh26

Donna Terrell25

Elaine Longmaire25

Linda Rudd24

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GUEST COMMENTARY

ENERGY & ECONOMICS

Familiar story: U.S. LNG markets in transition

BY THOMAS TUNSTALL

Liquefied natural gas companies in the U.S. have had a tough go of things these past couple of decades. Before the shale revolution, LNG shippers were spending billions of dollars on import facilities along the Gulf Coast. At that time, the U.S. was running out of natural gas.

That changed, and the billions of dollars spent on import terminals are now sunk costs that will never be recovered. In response, LNG companies pivoted and began planning to export natural gas instead, spending billions more to do so.

The backdrop certainly looked attractive. As recently as 2013, natural gas prices in Japan were as high as \$16 to \$17 per

thousand cubic feet, or mcf, and \$11 to \$12 mcf in Europe, while selling for as little as \$2 in the U.S. The market for LNG export appeared very promising indeed. Yet once again, the landscape is shifting.

Worldwide natural gas price differentials are shrinking due to the ability to overcome previous technological limitations that apply to natural gas – but

not to oil. Crude oil has always been easier to store and ship by sea than natural gas, and so global prices have been relatively uniform for decades. By comparison, natural gas markets have tended to be regional. In order to move natural gas long distances overseas, the vapor must be supercooled to minus 260 degrees, loaded onto LNG carriers and then regasified at its destination. This set of processes was not commercially viable on a large scale until relatively recently.

In 1996, the seeds of change were planted when Qatar opened the world's first large LNG export facility. Twenty years later, Qatar remains the largest LNG exporter in the world, but now other countries are also entering the market.

In the U.S., LNG exporting was inconceivable even just a few years ago, though not due to technological limitations. Rather, U.S. natural gas production was thought to have peaked in 1973, with volumes regularly declining until the late 1980s. Then something unexpected happened.

Starting in 2006, as a direct result of the shale revolution, U.S. natural gas production began to steadily increase, surpassing 1973 levels in 2011. Since then, production has risen every year and is now at all-time highs – more than 27 trillion cubic feet annually. Not surprisingly, natural gas prices have become much more predictable in the U.S.

In fact, with so much natural gas available from the U.S., several companies along the Gulf Coast are in various stages of permitting, constructing or operating LNG export facilities. In February, Cheniere Energy shipped its first cargo of LNG to Brazil.

Unfortunately, prospects in Asia and Europe are not as attractive as they once were. It is fair to say that export markets for U.S. LNG producers are under siege.

The upshot is that U.S. LNG exporters will again be forced to rethink their business models. One way will be by vertically integrating forward into projects such as onshore and offshore regasification facilities in developing countries. Floating regasification terminals, for example, are operating in Egypt, Jordan and Pakistan. Other opportunities to expand LNG export markets in countries with accessible coastlines will likely follow suit.

U.S. LNG exporters may also invest in foreign manufacturing plants that use natural gas to encourage usage. Transportation and electricity production are other potential applications that developing overseas countries may be persuaded to adopt. For besieged LNG exporters in the U.S., these new strategies represent their best hope for survival in light of growing competition in Asia and Europe.

Thomas Tunstall is senior research director at the University of Texas at San Antonio's Institute for Economic Development.

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COVER STORY

It's All About The Space

HOW THIS MAN'S PARKING PLAN MIGHT UNCLOG THE ECONOMIC PIPELINE DOWNTOWN

BY KRISTEN MOSBRUCKER
KMOSBRUCKER@BIZJOURNALS.COM
210-477-0846, @SABJTECH

The debate about how to handle parking in urban areas fires people up like that deep pothole on your neighborhood block, where car bellies scrape the asphalt and shake vehicles out of alignment. It's an annoying, simmering pot that occasionally boils over.

Instead of steaming up, one local technologist considered ways to be more innovative.

Brad Parscale, president of Giles-Parscale, a web design and marketing company based in San Antonio with several high-profile clients downtown, offered city leaders a plan that didn't include building another parking garage.

Instead, he's conceived of a new transportation network fueled by an on-demand valet parking mobile app that would enable drivers to drop off vehicles at several locations in partnership with the city of San Antonio-owned parking lots. Then, users would beckon valet runners with the tap of a button when they want to drive away.

"If you start at Market Square and go to the Pearl, all you do is press a button and your car comes to The Pearl," Parscale said during an exclusive interview with the San Antonio Business Journal.

It would make the downtown parking process more efficient and cheap – so cheap that it would be free for consumers. Under Parscale's concept, the cost of valet would be subsidized by a group of business owners operating in the urban core. Plus, the enterprise fund run by the city's parking department would still get some cash.



CONTINUED ON PAGE 20



Brad Parscale, president of Giles-Parscale, has old-school parking meters outside of his company's offices.

CARLOS JAVIER SANCHEZ | SABJ

COVER STORY

CONTINUED FROM PAGE 19

If this works, the pipeline for a higher volume of visitors and locals to explore businesses and spend money within city limits would be unclogged. But there are some big leaps first.

Opportunity knocks

Inside the retrofitted industrial offices of Giles-Parscale near Brooklyn Avenue, Parscale further explained how it could work.

The proposed system could utilize geo-fencing, or a way business owners can confirm visitors are exploring restaurants and stores through a GPS signal. Imagine valet boxes inside select parking garages and an on-demand part-time workforce.

"All these pieces come together, and you can start creating an Uber-style valet system," Parscale said, cupping his hands together.

But without the support of public policymakers, ideas rarely get far. A moonshot like this could get stuck in bureaucratic quagmires.

So Parscale handed the baton off to the city, and leaders started running — well jogging really. And for those in the technology startup world that whips around to pivot and meet demand in the marketplace, the city might as well have been in a snail race. By the time a program like this is implemented, two Silicon Valley tech companies that the city is honing in on to bring the technology to San Antonio may not be in that business anymore.

The city tried to tap tech in 2013 to solve the parking problem downtown and came up a bit short, but 2016 may hold a different outcome. Parscale is a co-founder of TechBloc, a technology industry advocacy group that has the ear of local politicians and city leaders looking for change.

But there has also been a shift in the physical landscape. There's less pressure on the parking infrastructure in downtown San Antonio as ride-sharing companies like Uber Technologies Inc., Lyft Inc. and Get Me continue to operate alongside taxis. At the same time, local developers have committed to building more parking garages and continue to incorporate considerations to support alternative transportation, such as bicycle stalls and shower facilities in office buildings.

RFPs and results

In 2013, the city attempted to find a way for downtown visitors to locate parking options that was free for users and at no cost to the city. A request for proposals to develop a mobile app was issued, but the response was mostly crickets.

"We had two (companies respond), and one of them was deemed nonresponsive," said John Jacks, director of the Center City Development and Operations Department. Nonresponsive typically means the company didn't provide enough basic information to be

considered.

The technology company that did respond is based in Israel and called Pango Mobile Parking Ltd. But there is a big hole in its local service. The Pango app can show on a map where parking options are for drivers, but it doesn't provide a means for users to pay for it within its system. Some cities have that func-

tionality through Pango, but the contract signed with the city of San Antonio in 2014 didn't include that. In addition, it took months for the mobile app to be integrated into the city's legacy parking system.

In January, the city issued a request for information to gauge interest from companies looking to run a valet ser-

vice across at least five city-owned locations. A request for proposals — and an opportunity for a business to swoop in — is expected to be issued before the end of the summer.

Parscale said his company isn't likely to bid on the project, as he has his hands full as the chief marketing officer of the Donald Trump for president campaign.



"We have to operate very similar to a private company because we aren't subsidized by tax dollars from the general fund. We can't just go out and buy the latest most expensive thing if we can't pay for it with the funds that we generate from parking."

JOHN JACKS, Director of the Center City Development and Operations Department.

Center City Development's John Jacks inside the Houston Street parking garage — one of several facilities that is owned by San Antonio.

► PARKING 'SPACES'**GETTING AROUND DOWNTOWN**

City-owned parking facilities are already ticketless for customers who insert a credit card rather than push the button for a ticket.



Parking is free every day downtown if you come after 6 p.m. and park along the streetscape



Parking is free inside city-owned garages downtown from 6 p.m. to 2 a.m. each Tuesday



San Antonio negotiated with Google to have its parking website and map pop up as the first nonsponsored search result

COVER STORY

A separate request for proposals is scheduled to be opened by the city this fall that would enable visitors to pay for street-side parking meters via mobile app.

The latest RFPs do reflect some recent changes to the city's parking technology, such as the addition of kiosks that accept credit cards, thus replacing

For more about how the tech scene is impaired by parking and what they say about it, see TechFlash [on page 8](#).

parking meters, and garages that are now equipped with drive-up window machines, rather than the stand-alone cashier tucked away in the corner of the

building.

"You used to have to wait in a line for everyone to pay," Jacks said. "This year we want to add that pay-by-phone component to our meters and (parking) garages."

Mobile app conundrum

What about those who don't have the

smartphone or technology?

That's where drive-up valet stations would come in, organizers said. And the independent operator would have the freedom to ink deals with existing privately owned parking lot owners.

Two companies that the city staff has suggested could carry out this valet program are Luxe, a San Francisco-based mobile parking app startup; and Zirx, a similar entity based in the same West Coast hub.

But both of those valet service companies are turning away from the on-demand market and shifting towards scheduled parking requests and the enterprise market in an effort to reduce costs, Bloomberg News reported in March.

To overcome that, Parscale suggested a hybrid model that includes city participation to outweigh a lack of population density.

"You can't go straight app on this because it's a chicken-and-an-egg problem. Nobody has the app on the phone," Parscale said. "So you have to download the app, and you're in the system. If you have a smartphone, you could get your car picked up wherever you want, but it really needs the city behind it to make it work."

Beyond this new program, some City Council members are pushing for more functionality. There's also the question of who would own the technology.

"We need to tie these kinds of things to all our transportation models, like bike sharing," said Roberto Treviño, council member for District 1, which encompasses downtown. "The more people who live downtown, the more people who won't even have cars. We can utilize rideshare to eliminate some of the parking problems that we have."

But not everyone is convinced that this model is even possible.

"If you have a different type of Uber to use in every city, you wouldn't know which one to use," said Alan Warrick, city council member for District 2, during a committee meeting in January to discuss the parking app idea. "That makes no sense, especially because we have so many tourists. We've had that 311 app for who knows how many years, and only 1,000 users on it."

Meanwhile, an Austin-based tech startup has already made inroads here. Klever Logic has nearly a dozen locations in San Antonio that use its ticketless valet platform. The company's CEO, Juan Rodriguez, told the Business Journal that the company has another app called FlashMobile that may disrupt the common parking meter.

"When you show up at your spot, you scan the QR code, (sign) with your phone, and you don't have to deal with payment or figure out where you are parking," Rodriguez said. "FlashMobile is whenever you are doing mobile payments for parking. In San Antonio, the city one day might decide they don't want to have meters. You just punch in your license plate and go."



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► BY THE NUMBERS - OPEN SPACES

2,000

The number of street-level parking spots in downtown San Antonio for which Pango USA is enabled



6,400

The number of parking spaces overseen by the city of San Antonio, including garage access



40,000

(JUST UNDER) The number of parking spaces, including private parking options, in downtown San Antonio



COVER STORY

PARK AND EXPLORE



DRIVING CHANGE

DOWNTOWN TENANTS SHIFT HABITS AWAY FROM CAR DEPENDENCY

Parking has always been the top concern among tenants considering a move downtown, but that concern is beginning to wane as more realize it isn't the necessity they once believed it to be.

Commercial and residential tenants have become accustomed to always having a place available to put their car. As a result, developers and landlords bent over backwards to provide them with attractive options to help entice them to the urban core.

But once they're here, do they even use all of it?

GrayStreet Partners' Kevin Covey doesn't think so. As one of downtown San Antonio's most prominent landlords, Covey said he has noticed an increasing number of people adapting to their new urban surroundings by biking, walking or using public transportation.

"People are starting to change their behavior," said Covey, who is also considering a few changes.

The managing partner of the local investment firm is providing downtown employees with more secure options for bicycle storage. And he is even planning to revamp the Travis Park Plaza parking garage, which GrayStreet acquired with the adjacent office building last year, in a way that will likely include facilities for commuters.

Covey envisions a place for bicyclists and walkers that will provide showers and lockers, as well as a secure bike garage, although nothing is set in stone. The idea, however, is that for a small monthly fee, any downtown employees — regardless of whether they are GrayStreet tenants — would have access to a place that will make it even easier to leave their cars behind.

— Katie Burke



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Those traveling around downtown San Antonio are increasingly ditching cars in favor of biking, walking or using public transportation.

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CALENDAR

23 MAY

SAN ANTONIO AREA FOUNDATION - TO BE OR NOT TO BE A 501 (C)(3)

Noon- 2 p.m., foundation offices, 303 Pearl Parkway, Suite 114. Cost is \$25. Workshop will teach the basic research and organizational documents needed to start a nonprofit. Details: 210-225-2243

24 MAY

DEALING WITH DIFFICULT PEOPLE - SMALL BUSINESS DEVELOPMENT CENTER

9 a.m.-noon, 215 S. San Saba, PTAC Conference Room 1.100B. Fee is \$30 in advance and \$40 at the door. This workshop identifies unwanted behaviors and describes different styles of communication offering strategies to turn conflict into cooperation. Details: 210-458-2458

24 MAY

SMALL BUSINESS DEVELOPMENT CENTER - THE FAIR LABOR STANDARDS ACT: WHAT YOU NEED TO KNOW

11:30 a.m.-1 p.m., UTSA

Downtown Campus, Durango Building Room 2.316, 501 W. Cesar E. Chavez Blvd. Staff from the U.S. Department of Labor's Wage and Hour Division will explain the FLSA which establishes minimum wage, overtime pay, recordkeeping and youth employment standards affecting employees in the private sector and in federal, state and local governments. Attendance is free but reservations are required and seating is limited. Details: 210-458-2460 or Ellen Glover, 210-204-1829 or glover.ellen@dol.gov

24 MAY

HELOTES AREA CHAMBER OF COMMERCE - POWER LUNCH

11:30 a.m.-1 p.m., Floore Country Store, 14492 Old Bandera Road. Limited to 100 attendees. Topic is "A New Age of Northside Partnerships," featuring NISD Superintendent Brian Woods and Cassandra Miranda of the Northside ISD Partnerships Office. Details: RSVP to events@heloteschamber.com by May 20

24 MAY

SAN ANTONIO AREA FOUNDATION - VOLUNTEER PROFESSIONAL ETHICS

9 a.m.-noon, foundation offices, 303 Pearl Parkway, Suite 114. Cost is \$60. Workshop, part of the foundation's Nonprofit Management Certification series, will examine basic core values that transcend into the nonprofit world. Details: 210-225-2243

24 MAY

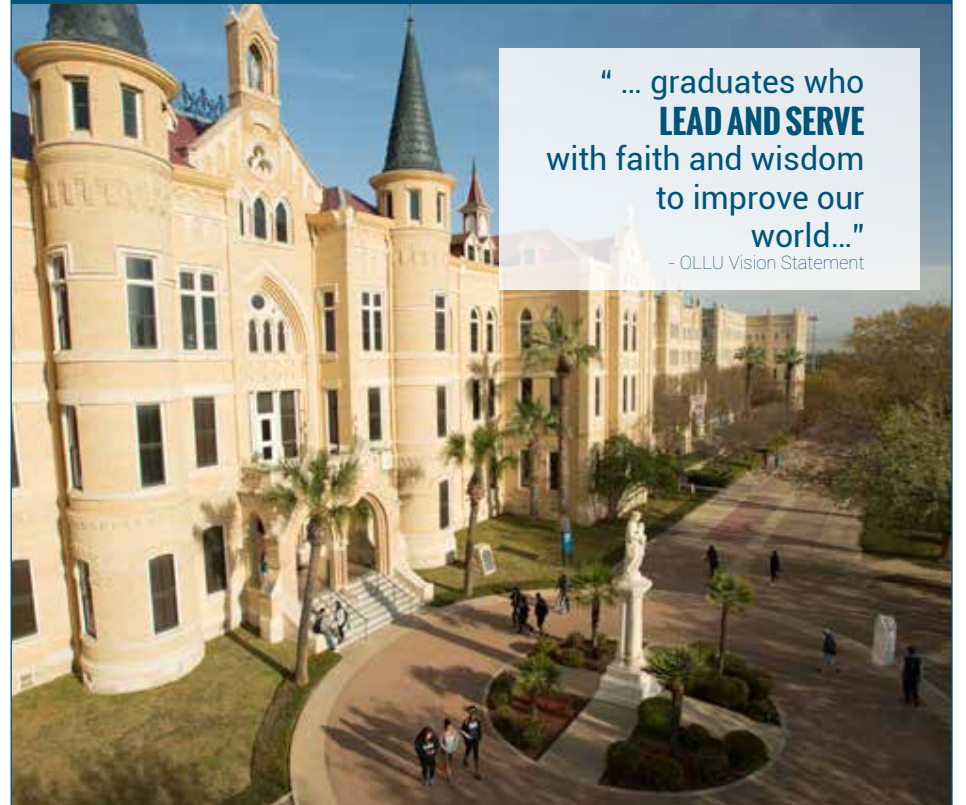
GSA, SELLING TO UNCLE SAM - SMALL BUSINESS DEVELOPMENT CENTER

9 a.m.-noon, SBDC, 215 S. San Saba, Training Room 103.A. This workshop will present 10 do-it-yourself marketing strategies that outline and demonstrate the passive, active and strategic approach to selling a GSA schedule to Uncle Sam. Details: 210-458-2458

To be listed, send items to ssaporito@bizjournals.com at least three weeks prior to the event.

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PEOPLE ON THE MOVE

► ADVERTISING



Camille Mandigo
Mandigo has founded and serves as principal of TradeCraft, creating communication and media strategies for clients.

► ARCHITECT



Bobby Hernandez
Hernandez was named an intern architect for SA Partnership.

► CONSTRUCTION



James Deaven
Deaven was named a controller for Bartlett Cocke General Contractors. He has 22 years of experience in the accounting/construction industry. Jay was promoted to field operations manager for South Texas. He previously was superintendent.

► ENGINEERING



Coy Armstrong
Armstrong has joined Cude Engineers as vice president, overseeing project and team management and more. O'Neil was hired as vice president of business development, sourcing new projects for the firm's multiple markets. LeBlanc has joined the firm as marketing manager and will execute strategies to drive growth.

► HEALTH



Jimmie Kennan
Keenan has joined WellMed Medical Management as senior vice president of Enterprise Clinic Operations.

► HEALTH



Andrea Espinosa
Andrea Espinosa was hired by HASA Health Information Organization as a data reporting analyst, analyzing data in the health information exchange database.

► GOV



Christopher Cox
Cox was promoted to director of external affairs for Bexar County Criminal District Attorney Nicholas "Nico" LaHood.

► MARKETING



Maren Senn
Senn has joined TradeCraft as principal and vice president of client services, acting as the day-to-day liaison for all client-related projects. Oliver was hired as director of business development, overseeing efforts to expand the firm's client base and assisting in account management roles.

► REAL ESTATE



Dawn Southard
Southard was hired by Riding Fall as director of client strategy, serving as the face of the brand in SA before both the corporate & nonprofit communities.

Jule Schafer
Schafer has joined Phyllis Browning Co. as a Realtor in the company's Alamo Heights office.

► HOW TO SUBMIT

Submit your People on the Move online at SanAntonioBusinessJournal.com/people

Information about any San Antonio-area-based businessperson who has been promoted, joined a new company or received an award. Include name, title, company, location and a photo of the person, with a company contact name, email address and phone number in case additional information is needed. Submissions are automatically compiled and posted online and, depending on space, on these print pages.

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SPECIAL REPORT: COMMERCIAL REAL ESTATE QUARTERLY



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LIST: COMMERCIAL REAL ESTATE BROKERAGES (BY NO. OF PROFS.30

With its mix of residential, retail and restaurants, the Pearl has become an attractive spot for office users.

CARLOS JAVIER SANCHEZ | SABJ

A CHANGE OF PACE

Real estate broker makes the move to a dynamic destination

BY TRICIA LYNN SILVA
tsilva@bizjournals.com
210-477-0849, @TrishLynnSABJ

When Lynn Blakeley decided she wanted a change in her office digs, she looked just about everywhere. Alas, “nothing sent me,” she recalled. So on a whim, last fall, Blakeley, who is the founder of locally based Blakeley Commercial Real Estate, inquired



Lynn Blakeley about office spaces at the Pearl. There was no room to be found among Pearl’s more conventional office spaces. So the business-woman opted for a live/work space within the Can Plant – the inaugural multifamily residence at the Pearl.

Blakeley’s firm is one of several commercial tenants housed in the Can Plant – which is also home to such firms as Taylor West Advertising, and retailers Niche and The Sporting District. Then there is the new wine bar/shop High St. Wine Co., which is “uncorking soon,” according to the signage on the space. Among those anxiously awaiting the venue’s debut is Blakeley herself.

“I had been looking for a dynamic environment – something that was a reflection of me,” said Blakeley, who moved into her new digs at the start of the new year. Blakeley’s move to a property like the Pearl speaks to a larger trend among today’s office users who want more in their amenities package than just an on-site deli and a parking

CONTINUED ON PAGE 31

SPECIAL REPORT: COMMERCIAL REAL ESTATE QUARTERLY

THE LIST

Compiled by Kim Hernandez
210-477-0850, @SABJresearchKim
khernandez@bizjournals.com

OFFICE FURNITURE DEALERS

RANKED BY LOCAL OFFICE FURNITURE REVENUES IN 2015

	Business name Website	Address Phone	Local office furniture revenues in 2015	Total no. of furniture employees	% of business in office furniture	Purchase Options	Top local executive
1	Wittigs Office Interiors wittigs.com	2013 Broadway San Antonio, TX, 78215 210-270-0100	\$35 million	75	100%	Purchase	Mark Wittig, mark.wittig@wittigs.com
2	Workplace Resource LLC WRSTX.com	4400 N.E. Loop 410 #130 San Antonio, TX, 78218 210-226-5141	\$30.91 million	40	100%	Purchase and lease	Virginia Visser, Virginia.Visser@wrstx.com
3	Texas Wilson Office Furniture & Services texaswilson.com	6812 Fairgrounds Pkwy. San Antonio, TX, 78238 210-647-8800	\$26.86 million	61	100%	Purchase and lease	Michael Luna, mluna@texaswilson.com
4	Broussard Group Office Furniture Systems and Services broussardgroup.com	3559 Belgium Ln. San Antonio, TX, 78219 210-224-6220	\$15.2 million	44	85%	Purchase, lease and rent	Bret Broussard Jr
5	OfficeSource Ltd. o-ltd.net	1133 Broadway San Antonio, TX, 78215 210-212-7742	\$14 million	18	100%	Purchase and lease	Kay Harig, kay@o-ltd.net
6	Office Furniture Interiors Inc. officefurnitureinteriors.com	1905 Shipman Dr. San Antonio, TX, 78219 210-444-1376	\$5.5 million	18	95%	Purchase	Chris Magers

ABOUT THE LIST
Information was obtained from firm representatives. Information on The List was supplied by individual companies through questionnaires and could not be independently verified by the San Antonio Business Journal. Some companies did not respond to our inquiries by deadline. Only those that responded to our inquiries were listed.

NOTES: **Date published:** May 20, 2016

Antonio Business Journal. Some companies did not respond to our inquiries by deadline. Only those that responded to our inquiries were listed.

THINK YOU BELONG ON THIS LIST?
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TOP 25 LISTS:

Contact Kim Hernandez at khernandez@bizjournals.com to receive instructions on how to participate in the survey

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June 3
Architectural Firms,
Civil Engineering Firms,
Structural Engineering Firms,
MEP Engineering Firms
- June 10**
Chambers of Commerce

June 17
Residential Real Estate Brokerages

June 24
Public Cos.,
Highest Paid Public Company CEOs
- July 1**
Energy Law Firms,
Fastest Growing Businesses

July 8
Employees Benefits Companies

HOW TO

WHAT THREE INDUSTRIES CAN TEACH US ABOUT DESIGNING SPACE FOR BIG IDEAS

BY MEG OSMAN
contributing writer

Innovation isn't just a buzzword. It's a requirement for survival in today's hyper-competitive marketplace.

In order to best instill an innovative culture, companies should consider the design of their office spaces.

Here's a look at three industries that can teach any organization a thing or two about catalyzing innovation.

Education: Innovation is not a 9 to 5 job

Every successful entrepreneur knows the best ideas are rarely found while staring at a computer, checking e-mails or in between meetings with finance and HR. Creative energy often finds us while we're out for a run or having a drink with friends, or even late at night when we can't sleep. Organizations need to find a way to make sure their people can channel their creative energy anytime, anywhere.

Lassonde Studios at the University of Utah, a first-of-its-kind education facility that merges a residence hall with an entrepreneurial garage, fully embraces this idea. Students living in Lassonde Studios have 24/7 access to



FILE PHOTO

3-D printers, prototype labs, co-working space and a slew of technology. If students wake up at 3 a.m. with a new concept, they can walk downstairs and begin ideating. They live, create and launch all in one space.

Medical Science: Bring people together to collaborate

Game-changing ideas are often the result of ongoing brainstorming and collaboration driven by multiple teams and individuals. New science facilities like the Gates Vascular Institute and

Clinical Translational Research Center (GVI/CTRC) in Buffalo, New York are designed to empower this radical caliber of idea-sharing. The academic medical center stacks a research building on top of a vascular institute and connects them with a collaborative core to enhance partnerships and innovation.

This core contains education and conference spaces, along with a 4,000-square-foot business incubator that allows doctors, researchers and entrepreneurs to meet in a variety of

dynamic situations to accelerate and commercialize medical discoveries.

Art: Give People Tools, Get Out of the Way

People often find their best ideas when they're allowed to put different pieces together, try, modify, tweak and try again. The new Theater School at DePaul University welcomes this notion by providing expansive shop spaces for costume, makeup, prop and scene shops, rehearsal studios, lighting laboratories, and movement studios where students and actors are encouraged to let their imaginations run wild. All the tools and props they might require are placed along the walls of the shops, and there are no set rules for how they need to be used or arranged. Instead, the entire space is an open canvas where these artists can work together to find creative solutions.

Meg Osman is the executive director of CannonDesign's corporate/commercial practice, focused on helping businesses design solutions that turn challenges into opportunities for success.

SPECIAL REPORT: COMMERCIAL REAL ESTATE QUARTERLY

OFFICE MARKET: 1Q IN REVIEW

New product pushes office rents to an all-time high

BY KIM GATLEY

The San Antonio office market experienced a strong start to 2016, according to the first quarter 2016 office market analysis by REOC San Antonio. Demand for office space generated healthy positive net absorption, with tenants taking down a net of 234,545 square feet in the first quarter. Citywide occupancy improved compared to the previous quarter and rents hit a record high.

New office construction in the San Antonio area delivered three new multitenant buildings totaling 140,733 square feet in the first quarter.

Topping leasing activity in the first quarter was the One51 Office Centre, which was delivered late last year along the growing Highway 151 Corridor in the far West sector. The landlord inked a lease with Time Warner Cable for 51,298 square feet – moving the building occupancy to 50 percent.

The citywide vacancy rate stood at 18 percent as of first quarter 2015 – up from 17.5 percent a year ago. The increase is primarily due to the addition of the more than 900,000 square feet of new office lease space delivered in 2015 which, as a group, came online at below market occu-



The Spectrum Building is now at 98-percent occupancy — thanks, in large part, to a new lease by Oracle America that calls for the firm to occupy a total of 85,940 square feet in the North Central Side property.

CARLOS JAVIER SANCHEZ | SABJ

pancy and continues to move through the lease-up process.

“These new properties come with a new price tag,” observed Brian D. Harris, senior vice president and partner at

REOC. “The majority of new product is being delivered along the northern rim of Loop 1604 in the far North and Northwest sectors – areas which already command higher rental rates compared to most oth-

er areas of the city.”

Office properties closed the quarter with a combined citywide average quoted rental rate of \$22.08 per square foot on an annual, full-service basis – a record high according to REOC’s data dating back to 1990. The citywide average rent is up roughly \$2.00 per square foot compared to a year ago, reflecting the higher rental rates quoted for newly constructed office buildings.

Developers and lenders are keeping a keen eye on the window of opportunity for development, as more than 475,000 square feet of office lease space moves through the pipeline. While new construction remains concentrated along IH-10 and Loop 1604 in the Northwest and far North sectors, the GM Financial Service Center and the second phase of One51 Office Centre are set to expand the far West sector – namely along Highway 151. Some of the smaller buildings have achieved some pre-leasing success which bodes well for potential positive absorption moving through year.

Kim Gatley is a senior vice president and the director of research for REOC San Antonio. For more on the local office market, go to page 29.

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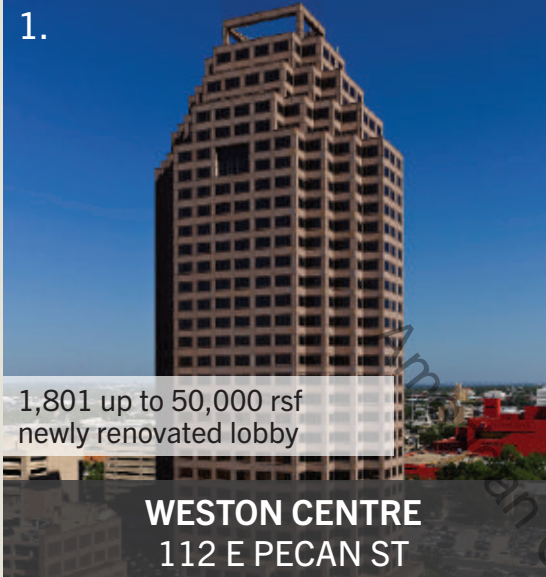
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1.



1,801 up to 50,000 rsf
newly renovated lobby

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112 E PECAN ST

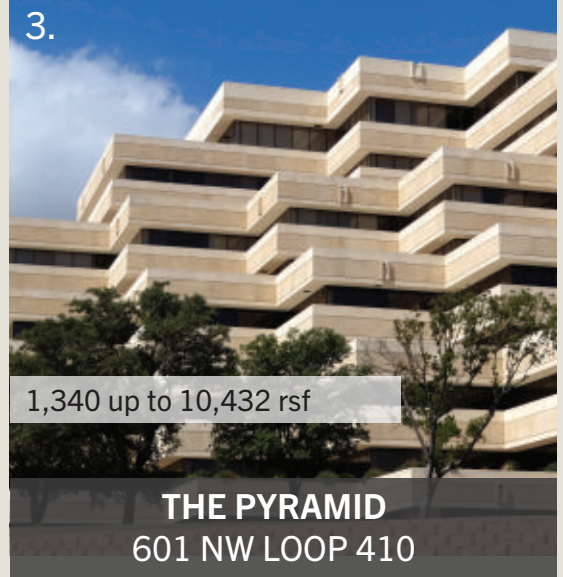
2.



1,732 up to 17,272 rsf
full floor availability

CONCORD PLAZA
200 CONCORD PLAZA

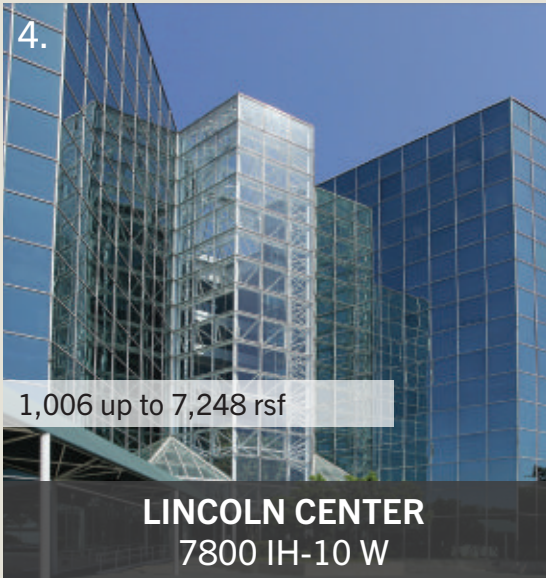
3.



1,340 up to 10,432 rsf

THE PYRAMID
601 NW LOOP 410

4.



1,006 up to 7,248 rsf

LINCOLN CENTER
7800 IH-10 W

5.



1,297 up to 7,424 sf

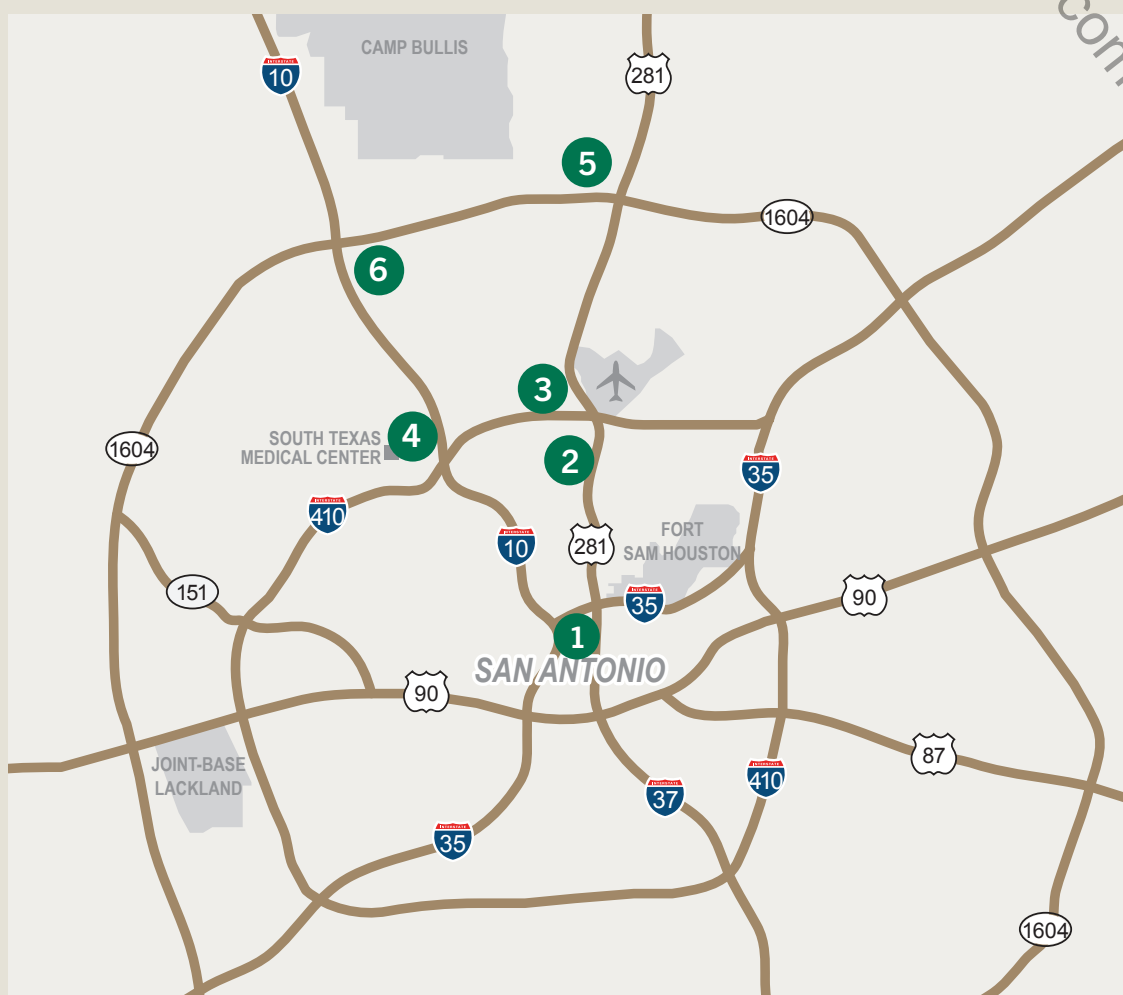
SONTERRA MEDICAL PARK II, III
225 | 255 E SONTERRA BLVD

6.



under construction: 6 stories
typical floor size: \pm 30,890 rsf

LANDMARK ONE
SEC OF IH-10 W & LOOP 1604 W



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JUST THE STATS

A look at some of REOC’s noteworthy numbers

More than 475,000 square feet of new office space is presently moving through the construction pipeline, according to REOC’s Kim Gatley, who highlighted some of the larger projects in the works. To the right is a snapshot of vacancy and rental rates, both for the city and for Class A spaces – the latter being the segment that will see much of the new product that is in the works now.

DEVELOPMENT PIPELINE

Project	Size s.f.	Submarket	Timeline
Pond Hill	68,733	Northwest	Delivered 1Q 2016
Huntington Center	52,000	far North	Delivered 1Q 2016
Bexar County Medical Society Building	20,000	far North	Delivered 1Q 2016
SSFCU Corporate Campus	270,000	Northwest	Under construction
Landmark One	164,351	Northwest	Slated for completion in 4Q 2016
Vista Corporate Center	150,735	Northwest	Slated for completion in 3Q 2016
Crownridge Office Building	45,000	Northwest	Under construction
KFW Engineering Building	30,000	far North	Slated for completion in 2Q 2016
Gold Financial Building	28,000	far North	Slated for completion in 2Q 2016

SOURCE: ANALYSIS BY REOC SAN ANTONIO BASED ON DATA PROVIDED BY XCELIGENT AND APPROVED BY THE SAN ANTONIO OFFICE ADVISORY BOARD.

THEN & NOW

ANNUAL RENTAL RATE, CITYWIDE 1Q 2016: \$22.08 PSF 1Q 2015: \$20.07 PSF	VACANCY RATE, CITYWIDE 1Q 2016: 18% 1Q 2015: 17.5%
ANNUAL RENTAL RATE, CLASS A 1Q 2016: \$26.80 PSF 1Q 2015: \$29.93 PSF	VACANCY RATE, CLASS A 1Q 2016: 13.8% 1Q 2015: 9.5%

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COMMERCIAL REAL ESTATE BROKERAGES

RANKED BY TOTAL REAL ESTATE SALES VOLUME IN 2015

	Business name Website	Address Phone	Total real estate sales volume in 2015	Value of largest current project	Total square feet leased/ sold in 2015	Year est. locally	Top local executive - commerical real estate brokerage
1	First American Commercial Property Group dirtdealers.com	18618 Tuscany Stone #210 San Antonio, TX, 78258 210-496-7775	\$197.04 million	\$12 million	145.8 million	1999	Craig Scott, cscott@dirtdealers.com
2	CBRE Group Inc. cbre.com/sanantonio	200 Concord Plz. #800 San Antonio, TX, 78216 210-225-1000	\$179.34 million	\$61.53 million	4.24 million	1983	Scott Senese, scott.senese@cbre.com
3	Investment Realty Co. LC investmentrealty.com	16350 Blanco Rd. #114 San Antonio, TX, 78232 210-828-9261	\$157.45 million	NA	1.04 million	1975	Stephen Raub, raub@investmentrealty.com
4	Reata Real Estate Services reatarealestate.com	1100 NE Loop 410 #400 San Antonio, TX, 78209 210-930-4111	\$125.78 million	\$46.1 million	4.92 million	2001	Michael Jersin
5	The Weitzman Group weitzmangroup.com	70 N.E. Loop 410 #450 San Antonio, TX, 78216 210-366-5050	\$117 million	NA	644,493	1992	David Nicolson
6	Endura Advisory Group endurasa.com	9311 San Pedro #850 San Antonio, TX, 78216 210-366-2222	\$90 million	\$13.5 million	20.42 million	2007	Jim Lundblad, jlundblad@endurasa.com David Held, dheld@endurasa.com
7	Berkadia ¹ berkadia.com	70 N.E. Loop 410 #306 San Antonio, TX, 78216 210-377-1191	\$85 million	\$22 million	1.33 million	1999	Mike Miller, mike.miller@berkadia.com
8	Travis Commercial Real Estate Services Ltd. traviscommercial.com	9601 McAllister Fwy. #1100 San Antonio, TX, 78216 210-308-9888	\$81.45 million	NA	2.1 million	1998	Chuck King, cking@traviscommercial.com
9	Transwestern transwestern.net/sanantonio	8200 IH-10 W #800 San Antonio, TX, 78230 210-341-1344	\$61.64 million	\$21.1 million	2.86 million	1987	Robert Gaston, robert.gaston@transwestern.com
10	REOC San Antonio reocsanantonio.com	8023 Vantage Dr. #1200 San Antonio, TX, 78230 210-524-4000	\$59.74 million	\$21.62 million	1.53 million	1974	Todd Gold, tgold@reocsanantonio.com
11	Birnbaum Property Co. birnbaumproperty.com	200 Concord Plz. #860 San Antonio, TX, 78216 210-349-7711	\$31.86 million	NA	3.38 million	2002	PJ Pfeiffer, ppfeiffer@birnbaumproperty.com
12	Stream Realty Partners streamrealty.com	100 N.E. Loop 410 #1500 San Antonio, TX, 78216 210-930-3700	\$31.32 million	\$10 million	1.21 million	2000	Ryan Harrison, rharrison@streamrealty.com Jason Schnittger, jschnittger@streamrealty.com
13	Rohde Ottmers Siegel Realty Services rohderealty.com	11503 N.W. Military Hwy. #330 San Antonio, TX, 78231 210-366-1400	\$29.12 million	\$5.8 million	260,120	1908	Alfred Rohde III
14	DH Realty Partners Inc. dhrealtypartners.com	801 N. St. Mary's St. San Antonio, TX, 78205 210-222-2424	\$28.99 million	\$2.65 million	4.37 million	1965	Bill Holder, bholder@dhrealtypartners.com
15	Colglazier Properties Inc. colglazier.com	1000 E. Basse Rd. #100 San Antonio, TX, 78209 210-821-5644	\$24.06 million	\$5.4 million	8.15 million	1986	Jennifer Hall, jenn@colglazier.com
16	Brown Gibbons Lang Real Estate Partners (BGLRP) bglco.com	13750 San Pedro Ave #880 San Antonio, TX, 78232 210-352-5832	\$17.1 million	\$17.1 million	51,500	2014	Clint Parker, cparker@bglco.com
17	J. Allen Investments Inc. NA	17253 Nacogdoches Rd. San Antonio, TX, 78266 210-697-1400	\$15 million	NA	80,000	1988	James Allen
18	KW Commercial - City View kwcommercial.com	10999 IH-10 W #175 San Antonio, TX, 78230 210-696-9996	\$13.77 million	\$2.04 million	148,311	2009	Jim McClung, jmcclung@kw.com
19	National Commercial Advisors KW Commercial NATIONALCOMMERCIALADVISORS.COM	2338 N. Loop 1604 W #120 San Antonio, TX, 78248 210-526-1399	\$13.6 million	\$5.6 million	218,000	20	Todd Hess, todd-hess@att.net
20	Retail Solutions retailsolutions.us	8610 Broadway, #280 #280 San Antonio, TX, 78217 210-374-6111	\$11.35 million	\$2.05 million	1.05 million	2009	Mike Lynch, mlynch@retailsolutions.us
21	Cavender & Hill Properties Inc. cavenderhill.com	7373 Broadway #501 San Antonio, TX, 78209 210-349-0900	\$8.15 million	\$1.87 million	3.7 million	1995	Mark Cavender, mcavender@cavenderhill.com
22	SVN / Norris Commercial Group svn830.com	373 S. Seguin Ave. New Braunfels, TX, 78130 830-358-5800	\$2.58 million	\$4.9 million	157,333	4	Chris Blankenship, chrisb@svn.com
23	Blakeley Commercial Real Estate LLC blakeleycre.com	503 Ave. A #1121 San Antonio, TX, 78215 210-349-6111	\$1.93 million	\$1.93 million	165,872	2012	Lynn Blakeley
24	Leasing Systems Inc. lsicommercial/realestate.com	8026 Vantage Dr. #229 San Antonio, TX, 78230 210-341-4424	\$1 million	\$500,000	0	1986	Earl Amaya, lsire@sbcglobal.net

¹ Formerly Hendricks & Partners

NOTES: NA - not applicable, not available or not approved

* Indicates that company was not ranked on prior year's list

Date published: May 20, 2016

CLOSER LOOK

145.8M

Largest amount of square feet leased/sold in 2015 — First American Commercial Property Group

61.53M

Highest value of largest current project — CBRE Group Inc.

OLDEST FIRMS

Rohde Ottmers Siegel Realty Services

1908

DH Realty Partnes Inc.

1965

REOC san Antonio

1974

Investment Realty Co. LC

1975

CBRE Group Inc.

1983

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Information was obtained from firm representatives. Information on The List was supplied by individual companies through questionnaires and could not be independently verified by the San Antonio Business Journal. Cushman & Wakefield | San Antonio Commercial Advisors declined to participate in this year's rankings. Only those that responded to our inquiries were listed.

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CONTINUED FROM PAGE 25

garage. Today's tenants want what broker Lindsey Tucker has described as the miniecosystem – a place where office, retail, restaurants and entertainment come together.

“As the competition to recruit and retain talent continues to heat up, employers look for the entire employee experience when selecting an office location,” noted Tucker in an interview with the Business Journal this past fall. Tucker and fellow CBRE First Vice President Steve Thomas oversee the leasing for Eilan, one of those properties that boasts this so-called miniecosystem – with its mix of restaurants, multifamily, and a boutique hotel.

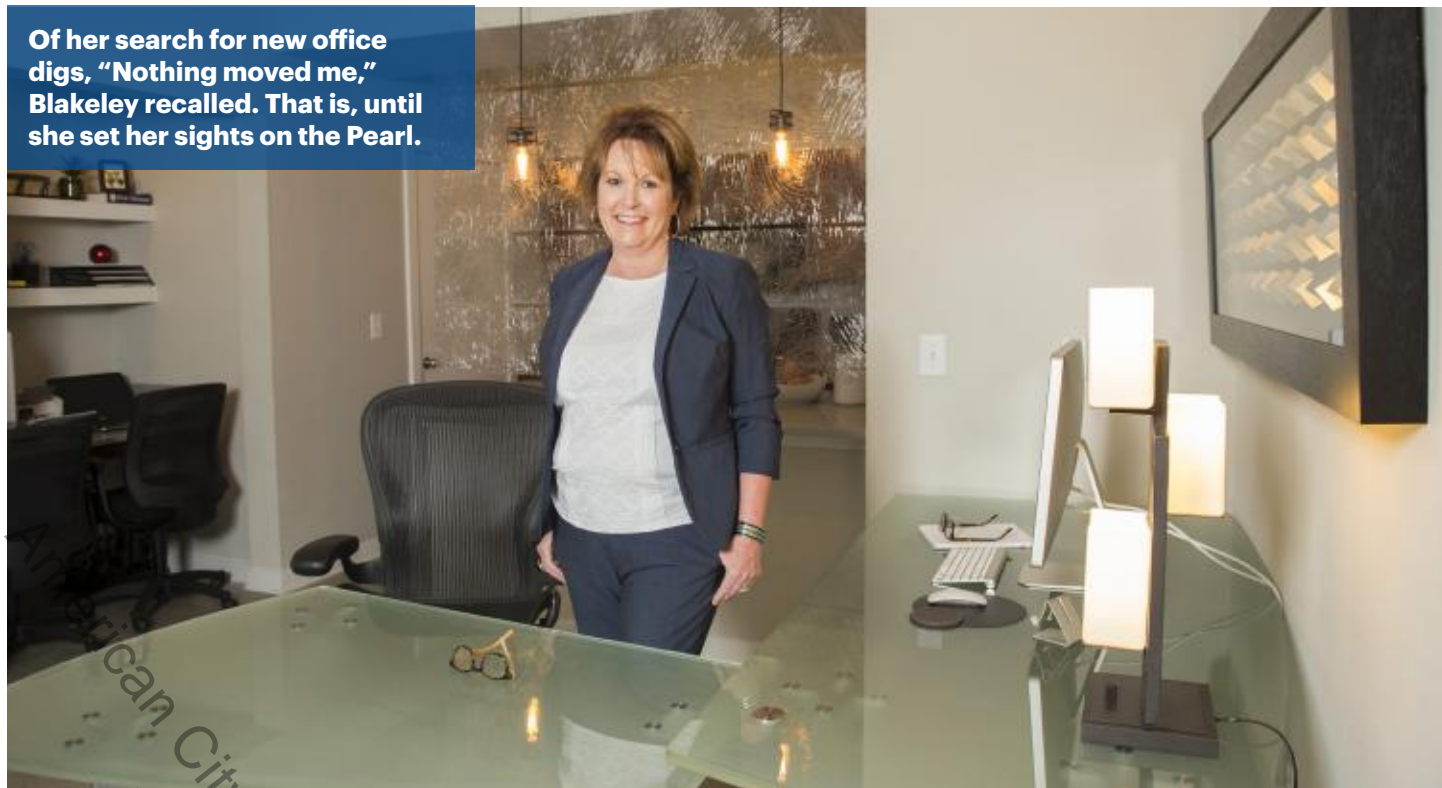
Eilan also boasts 205,000 square feet of office space that is spread out over two identical structures, Promenade One and Promenade Two – both of which are 100 percent occupied.

And while Blakeley was, initially, a little worried about how her clients would respond to her new space, “They seem to really like it,” she said. “We do meetings, go to lunch. Plus I give them the tour of (Pearl's boutique hotel) Emma.”

Prior to Pearl, Blakeley occupied 1,800 square feet in North Central Side property The Mercantile Building.

Her new space is smaller – 1,000 square feet.

Of her search for new office digs, “Nothing moved me,” Blakeley recalled. That is, until she set her sights on the Pearl.



CARLOS JAVIER SANCHEZ | SABJ

Her rent at the Pearl is about \$23 per square foot – which is on the upper end of the spectrum of today's office market.

Then again, not every office environment can offer world-class restaurants and unique shopping.

Plus, as Blakeley also pointed out, 1,000 square feet in a modern development like the Pearl can go a lot further

than 1,800 square feet in a 1980s-era building: “There is a difference between rentable versus usable space.”

And with its mix of restaurants, retail and proximity to other venues near or in downtown, the Pearl has much to offer in the amenities category.

But not every office environment need be like the Pearl to be successful.

Today's office parks, for example, offer plenty of green space – perfect for incorporating walking/biking trails, sitting areas, even barbecue pits.

The trick, said Blakeley, is offering employees “somewhere to go.”

“People work hard, they are in the office for long hours,” she said. “Give the poor employee a break.”

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Compiled by Kim Hernandez
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COMMERCIAL REAL ESTATE BROKERAGES

RANKED BY TOTAL NUMBER OF ACTIVE LICENSED PROS LOCALLY

	Business name Website	Address Phone	Total no. of active licensed pros locally	No. of local commercial licensed real estate brokers	No. of local commercial licensed real estate agents	No. of CCIM members*	Top local executive - commerical real estate brokerage
1	First American Commercial Property Group dirtdealers.com	18618 Tuscany Stone #210 San Antonio, TX, 78258 210-496-7775	22	8	14	0	Craig Scott, cscott@dirtdealers.com
2	Endura Advisory Group endurasa.com	9311 San Pedro #850 San Antonio, TX, 78216 210-366-2222	22	6	16	4	Jim Lundblad, jlundblad@endurasa.com David Held, dheld@endurasa.com
3	Reata Real Estate Services reatarealestate.com	1100 NE Loop 410 #400 San Antonio, TX, 78209 210-930-4111	21	4	17	1	Michael Jersin
4	CBRE Group Inc. cbre.com/sanantonio	200 Concord Plz. #800 San Antonio, TX, 78216 210-225-1000	19	5	14	1	Scott Senese, scott.senese@cbre.com
5	Transwestern transwestern.net/sanantonio	8200 IH-10 W #800 San Antonio, TX, 78230 210-341-1344	17	3	14	2	Robert Gaston, robert.gaston@transwestern.com
6	DH Realty Partners Inc. dhrealtypartners.com	801 N. St. Mary's St. San Antonio, TX, 78205 210-222-2424	14	4	10	1	Bill Holder, bholder@dhrealtypartners.com
7	Peloton Commercial Real Estate pelotoncre.com/sa	4040 Broadway, #400 #400 San Antonio, TX, 78209 210-299-1172	14	3	11	2	Gardner Peavy, gpeavy@peloton-sa.com
8	KW Commercial - City View kwcommercial.com	10999 IH-10 W #175 San Antonio, TX, 78230 210-696-9996	13	3	10	3	Jim McClung, jmcclung@kw.com
9	SVN / Norris Commercial Group svn830.com	373 S. Seguin Ave. New Braunfels, TX, 78130 830-358-5800	11	4	7	0	Chris Blankenship, chrisb@svn.com
10	Stream Realty Partners streamrealty.com	100 N.E. Loop 410 #1500 San Antonio, TX, 78216 210-930-3700	11	1	10	1	Ryan Harrison, rharrison@streamrealty.com Jason Schnittger, jschnittger@streamrealty.com
11	Travis Commercial Real Estate Services Ltd. traviscommercial.com	9601 McAllister Fwy. #1100 San Antonio, TX, 78216 210-308-9888	10	10	0	2	Chuck King, cking@traviscommercial.com
12	Investment Realty Co. LC investmentrealty.com	16350 Blanco Rd. #114 San Antonio, TX, 78232 210-828-9261	10	5	5	3	Stephen Raub, raub@investmentrealty.com
13	REOC San Antonio reocsanantonio.com	8023 Vantage Dr. #1200 San Antonio, TX, 78230 210-524-4000	10	4	6	2	Todd Gold, tgold@reocsanantonio.com
14	Rohde Ottmers Siegel Realty Services rohde Realty.com	11503 N.W. Military Hwy. #330 San Antonio, TX, 78231 210-366-1400	9	1	8	1	Alfred Rohde III
15	Birnbaum Property Co. birnbaumproperty.com	200 Concord Plz. #860 San Antonio, TX, 78216 210-349-7711	8	1	7	0	PJ Pfeiffer, ppfeiffer@birnbaumproperty.com
16	Henry S. Miller Brokerage LLC - San Antonio henrysmiller.com	10123 Broadway St. San Antonio, TX, 78217 210-883-1302	7	1	6	0	Keith Coelho, kcoelho@henrysmiller.com
17	The Weitzman Group weitzmangroup.com	70 N.E. Loop 410 #450 San Antonio, TX, 78216 210-366-5050	6	3	3	0	David Nicolson
18	Leasing Systems Inc. lsicommercial/realestate.com	8026 Vantage Dr. #229 San Antonio, TX, 78230 210-341-4424	6	1	5	0	Earl Amaya, lsire@sbcglobal.net
19	Colglazier Properties Inc. colglazier.com	1000 E. Basse Rd. #100 San Antonio, TX, 78209 210-821-5644	5	2	3	2	Jennifer Hall, jenn@colglazier.com
20	Brown Gibbons Lang Real Estate Partners (BGLRP) bglco.com	13750 San Pedro Ave #880 San Antonio, TX, 78232 210-352-5832	5	1	4	0	Clint Parker, Cparker@bglco.com
21	Retail Solutions retailsolutions.us	8610 Broadway, #280 #280 San Antonio, TX, 78217 210-374-6111	5	1	4	0	Mike Lynch, mlynch@retailsolutions.us
22	Valcor Commercial Real Estate valcorcre.com	5101 Broadway St. #200 San Antonio, TX, 78209 210-824-4242	5	1	4	3	Jonathan Collins
23	Port San Antonio portsanantonio.us	907 Billy Mitchell Blvd. San Antonio, TX, 78226 210-362-7800	4	2	2	2	Dan Ferris
24	Cavender & Hill Properties Inc. cavenderhill.com	7373 Broadway #501 San Antonio, TX, 78209 210-349-0900	4	1	3	1	Mark Cavender, mcavender@cavenderhill.com
25	J. Allen Investments Inc. NA	17253 Nacogdoches Rd. San Antonio, TX, 78266 210-697-1400	4	1	3	0	James Allen

CLOSER LOOK

25

number of CCIM members represented on this list

11%

Professionals on list who are CCIM members

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The Commons at Wilderness Oaks
20711 Wilderness Oaks
San Antonio, TX 78258



University Park Business Center
5730-5750 Northwest Pkwy
San Antonio, TX 78249



Brookhollow Business Center
1077-1355 Central Pkwy / 14220 Northbrook
San Antonio, TX 78232



Brookhollow Office Park
1006-1046 Central Pkwy / 14206 Northbrook
San Antonio, TX 78232



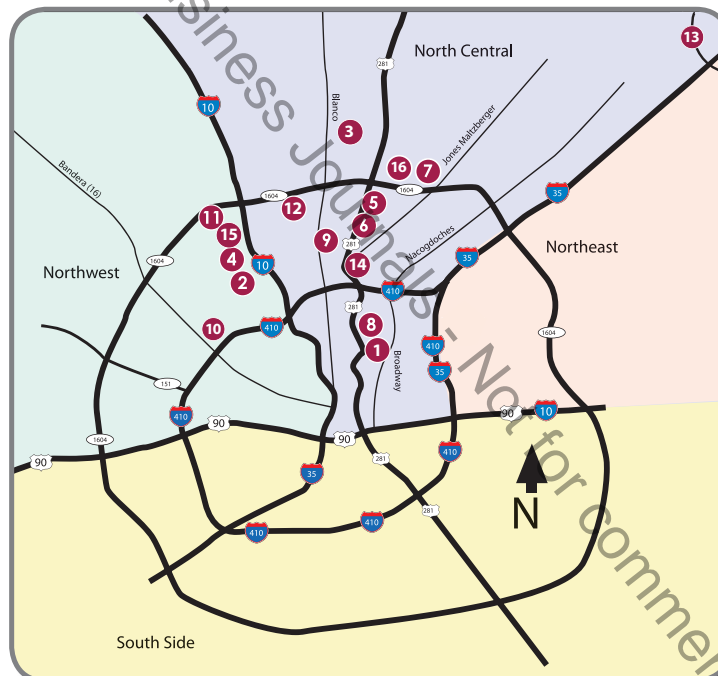
RidgeWood Business Center I & II
1718 Dry Creek Way
San Antonio, TX 78259



Quarry Heights
7373 Broadway
San Antonio, TX 78209



Interpark
121 Interpark / 12961 Park Central
San Antonio, TX 78216



Exchange Plaza Service Center
5300-5308 Wurzbach Rd.
San Antonio, TX 78238



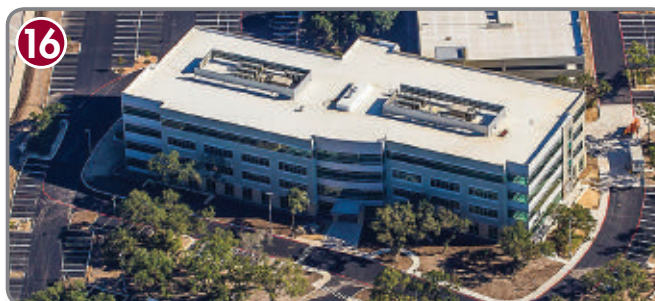
University Heights Tech Center
5711 University Heights Blvd / 5710-5726
Hausman Rd, San Antonio, TX 78249



Heritage Oaks Office Park at Inwood
2330-2338 N. Loop 1604 W
San Antonio, TX 78248



Heritage Plaza
1650 Independence Drive
New Braunfels, TX 78132



RidgeWood Plaza
19026 RidgeWood Parkway
San Antonio, TX 78259



Union Square I & II
10001 Reunion Place
San Antonio, TX 78216



Farinon Business Park
5850 Farinon
San Antonio, TX 78249

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This listing includes abstracts of judgment of more than \$10,000 filed in the Bexar County Courthouse. This information is available on disk or via e-mail. Call 877-593-4157.

Ameripipe Supply Inc. vs. QR Fire Protection Inc./Ari Bimstein/Gary Leyendecker, (address not shown), \$359,809, plaintiff, Book/Page 17825/2006, 04/29/16.

Anderson Machinery San Antonio Inc. vs. E.E. Hood & Sons Inc., 16894 Senior Road, Von Ormy 78073, \$36,000, plaintiff, Book/Page 17825/1640, 04/29/16.

William Lopez vs. Wolverine Construction Inc. (foreign-Duval County), 2801 N. Mayberry St., Mission 78574, \$145,050, plaintiff, Book/Page 17831/160, 05/02/16.

Hawah Meade Gaston Need & Cicak LLP vs. BTU Solutions Group LLC/Jared Rossi/Johnny Fjord (foreign-Harris County), 8545 Raintree Woods Drive, Fair Oaks Ranch 78015, \$276,337, plaintiff, Book/Page 17830/7, 05/02/16.

Swift Financial Corp. dba Swift Capital vs. Darin Adams/Air Busters of San Antonio Inc., 12146 Apricot Drive, San Antonio 78247, \$39,150, plaintiff, Book/Page 17830/1016, 05/02/16.

Briggs Equipment Inc. vs. QR Fire Protection Inc. (foreign-Dallas County), (address not shown), \$42,730, plaintiff, Book/Page 17829/2377, 05/02/16.

Anderson Machinery San Antonio Inc. vs. EE Construction LLC (foreign-Travis County), 136 Garrapata Lane, San Antonio 78232, \$115,000, plaintiff, Book/Page 17829/130, 05/02/16.

The Charter Oak Fire Insurance Co. vs. Fox Quality Concrete LLC aka Fox Quality Concrete (foreign-Dallas County), 15298 Toepperwein Road, San Antonio 78233, \$30,241, plaintiff, Book/Page 17833/233, 05/03/16.

Security Airpark Association vs. Robert Wilson Burks dba Acme Asphalt, 9103 Redwood Circle, Universal City 78148, \$18,000, plaintiff, Book/Page 17833/1323, 05/03/16.

► Affidavits of Mechanics' Liens

These cases represent mechanics liens involving businesses in Bexar County; includes parties involved, amount, book and page number, and date filed. This information is available on disk or via e-mail. Call 877-593-4157.

Claimant: Twin City Hardware, Contractor: Donor Construction Inc., \$9,930, Owner: MB San Antonio Brooks LP, on property at 3143 S.E. Military Drive Suite 131, San Antonio 78223, Book/Page 17824/597, 04/28/16.

Claimant: Bertling Equipment Rental &

Repair, Contractor: Wate Faseler/Forshpan-Clark LLC, \$49,327, Owner: The Point Shopping Center LP, on property at Babcock Plaza 6563 Babcock Road, San Antonio 78249, Book/Page 17832/1706, 05/03/16.

Claimant: Skidmore & Co., Contractor: EJR Inc., \$99,799, Owner: Volar Apartments LLC, on property at 1526 Cable Ranch Road, San Antonio 78245, Book/Page 17833/1185, 05/03/16.

Claimant: TDIndustries Inc., Contractor: Harvey-Cleary Builders, \$178,841, Owner: LVWW Partners, on property at La Cantera Hill County Resort 16641 La Cantera Parkway, San Antonio 78256, Book/Page 17833/1539, 05/03/16.

► Building Permits

These are newly issued building permits collected from the city of San Antonio Building Inspections Department. The following information is included: contractor/owner, job site address, description, estimated value. This information is available on disk or via e-mail. Call 877-593-4157.

COMMERCIAL

Adam Gill, commercial alteration at 123 Ralph Ave., \$4,500,000.

David Emmler, commercial alteration at 1432 Austin Highway Suite 112, \$600,000.

David Emmler, commercial building at 12111 O'Connor Road, (convenience store), \$1,200,000.

David Emmler, commercial building at 7910 W. Loop 1604 N., (convenience store), \$1,690,000.

Donald Dacus, commercial construction at 6232 I-H 10 W., (regrade), \$151,000.

Doug Pape, commercial alteration at 2300 Nacogdoches Road Building J, \$146,767.

Homero Montemayor, commercial alteration at 401 S. Alamo St. Suite 103, (restaurant), \$679,000.

Ishmael Olvera, commercial alteration at 12055 Vance Jackson Road Suite 103, (tenant improvement), \$216,974.

Jesse Zungia, commercial construction at 23503 Hardy Oak Blvd., (shell), \$800,000.

Jill Drash, commercial alteration at 745 E. Mulberry Ave. Suite 700, \$345,230.

Jose Ford, commercial construction at 3436 Roosevelt, (restaurant), \$300,000.

Jose Ford, commercial construction at 7915 W. Loop 1604 N., (shell), \$5,500,000.

Katie Getz, commercial alteration at 6301 N.W. Loop 410, Macy (tenant improvement), \$425,000.

Larry Kveton, commercial alteration at 5330 Walzem Road, (re-roof), \$721,600.

Nicki Marrone, commercial alteration at 9944 Leslie Road, (sanctuary), \$1,406,000.

Raul Hernandez, commercial construction at 1435 N. Loop 1604 W., (shell), \$1,500,000.

Rudy Chavez, commercial alteration at 300 Convent

► ABOUT THIS SECTION

READER'S GUIDE

Leads is a collection of information gathered from San Antonio area courthouses, government offices and informational Web sites. We gather these public records so you can build your business. No matter what business you are in, you can gain a competitive edge by reading Leads. Find new and expanding businesses and new customers. Find out the area's commercial and residential hot spots. Find clues about the financial condition of your vendors, customers or competitors. Listings for each category may vary from week to week because of information availability and space constraints. (Note: *Indicates listings are not available for this week.)

EMAIL EDITION

To buy Leads information for San Antonio and more than 40 other markets, call 877-593-4157, or see bizjournals.com/leads. The information is available on disk or via e-mail and arrives earlier than the published version.

Suite 1200, (office), \$203,000.

Sherri Morris, commercial alteration at 6220 Culebra Road Building 292, \$1,062,012.

Toby Bowman, commercial construction at 11600 Culebra Road, (cosmetology B-106/engineering lab B-107), \$540,000.

Tony Olfers, commercial construction at 22803 N. US Highway 281, (mass grading), \$3,500,000.

Warren Barnes, commercial alteration at 5418 N. Loop 1604 W., (tenant improvement), \$517,088.

RESIDENTIAL

Ash Gilliam, multi-family residence at 4458 Medical Drive Building 3, (shell), \$8,500,000.

Brian Tucker, multi-family residence at 7319 N. Loop 1604 E. Building 8, \$1,477,410.

Brian Tucker, multi-family residence at 7319 N. Loop 1604 E. Building 6, \$1,477,410.

Brian Tucker, multi-family residence at 7319 N. Loop 1604 E. Building 5, \$1,604,955.

Brian Tucker, multi-family residence at 7319 N. Loop 1604 E. Building 4, \$1,477,410.

Carla Salinas, single-family residence at 3710 Poplin Cove, \$400,880.

Christopher Weigand, multi-family residence at 5002 Wiseman Blvd. Building 2, \$1,434,440.

Judson Capps, multi-family residence alteration at 147 Cheyenne Building 8, \$300,872.

Judson Capps, multi-family residence alteration at 147 Cheyenne Building 7, \$300,872.

Judson Capps, multi-family residence alteration at 147 Cheyenne Building 6, \$300,872.

Judson Capps, multi-family residence alteration at 147 Cheyenne Building 3, \$150,436.

Judson Capps, multi-family residence alteration at 147 Cheyenne Building

5, \$150,436.

Judson Capps, multi-family residence alteration at 147 Cheyenne Building 2, \$150,436.

Judson Capps, multi-family residence alteration at 10503 Huebner Road Building 1, \$503,706.

Judson Capps, multi-family residence alteration at 10503 Huebner Road Building 6, \$503,826.

Judson Capps, multi-family residence addition at 147 Cheyenne Building 1, (carport), \$150,436.

Judson Capps, multi-family residence alteration at 10503 Huebner Road Building 5, \$503,826.

Judson Capps, multi-family residence construction at 10503 Huebner Road Building 9, (community center), \$159,332.

Judson Capps, multi-family residence alteration at 10503 Huebner Road Building 4, \$377,839.

Judson Capps, multi-family residence alteration at 10503 Huebner Road Building 3, \$503,754.

Kristyl Ren, single-family residence at 19 Highgate Drive, \$1,277,174.

Michael McDaniel, single-family residence at 111 Park Drive, \$348,837.

► New Lawsuits

These cases represent new litigation filed against businesses in Bexar County District Court; includes plaintiff, defendants, nature of action (if available), case number and date filed. The information below is available on disk or via e-mail. Call 877-593-4157.

Ali-Taizun Madlani vs. Bexar County Hospital/University Health System/Jean-Louis Caron MD et al., malpractice-medical, case #2016 CI 07397, 04/29/16.

Mary Alice Staton/Alani Kimora Priestly (minor)/Lakara Staton vs. VHS San Antonio Partners LLC/Northeast Baptist

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Real estate deeds of trust	34
Real estate transactions	35
Releases of federal tax liens	36
Releases of state tax liens	36
Sales tax permits	36
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Hospital/Jeff Sorrell MD et al., malpractice-medical, case #2016 CI 07398, 04/29/16.

Bernice P. Griego vs. James Simmons DO PhD/South Texas Spinal Clinic PA/James W. Simmons III PA, malpractice-medical, case #2016 CI 07399, 04/29/16.

Icy Donnelly vs. Triton Stone Group New Orleans LLC/Triton Stone Group of San Antonio, premises, case #2016 CI 07412, 05/02/16.

Russell Gooch vs. Diversicare Normandy Terrace LLC/Normandy Terrace Healthcare and Rehabilitation Center, malpractice-medical, case #2016 CI 07424, 05/02/16.

Sabrina Lowe vs. GBL Galaxy Builders Ltd./Galaxy Builders Inc., case #2016 CI 07426, 05/02/16.

Robert Brown vs. Marriott Hotel Services Inc., case #2016 CI 07429, 05/02/16.

Gracie Villalobos/Margarita V. Castoreno/Sylvia Ann Villarreal et al. vs. Heliodoro Boone MD, malpractice-medical, case #2016 CI 07431, 05/02/16.

James Casiano/Kevin McLaughlin/Sandra McLaughlin et al. vs. HKF Enterprises LLC/Hooligans Bar & Grill, case #2016 CI 07466, 05/02/16.

Elida Aldaco vs. Walgreen Co./IR Second Texas Inc./San Pedro Partners LP, premises, case #2016 CI 07489, 05/02/16.

Delia Al-Nowaiser vs. Magnum Transports Inc./Texas Auto Salvage Inc./Kenneth Cepeda et al., case #2016 CI 07494, 05/02/16.

Vintage Oaks LLC vs. Texas Research and Technology Foundation/Microsoft Corp., case #2016 CI 07507, 05/03/16.

Fidencio S. Salinas/Christina Cruz-Rubalcaba vs. Home Care Management LLC/Jose Aguilar/Edgar Jimenez

et al., debt/contract, case #2016 CI 07525, 05/03/16.

Rudy Cortes/Brenda Cardenas/Santiago Alessandro Cores vs. VHS San Antonio Partners LLC/Baptist Medical Center/John Tuan Nguyen MD, malpractice-medical, case #2016 CI 07527, 05/03/16.

Arthur T. Walters vs. The GEO Group Inc., employment-retaliation, case #2016 CI 07536, 05/03/16.

Sierra Jones Maltsberger LP/Captec Financial Holdings Corp. vs. 4210 LLC, contract, case #2016 CI 07580, 05/03/16.

Crystal Martinez vs. Institute for Women Health PLLC/Michelle J. Muldrow, malpractice-medical, case #2016 CI 07581, 05/03/16.

Claimtech Solutions Trust/Claimtech Solutions Co. vs. Southwest General Hospital LP/Jeffrey R. Davis, debt/contract, case #2016 CI 07585, 05/03/16.

Emilio Roman Morales vs. Weatherford Artificial Lift Systems LLC/Gilberto D. Ortiz Jr., motor vehicle accident, case #2016 CI 07595, 05/04/16.

Idelfonso Ipina vs. Alamo Concrete Products Co., case #2016 CI 07598, 05/04/16.

Darwin Martinez vs. Spawglass Contractors Inc./Dream Creek Enterprises Inc./Roadrunner Residential GP LLC et al., injury or damage, case #2016 CI 07610, 05/04/16.

Siemens Financial Services Inc. vs. Krause & Tompkins LLC/Jeremy Krause/Shane Tompkins, debt/contract, case #2016 CI 07613, 05/04/16.

Boston Associates Ltd. vs. Liberty Capital Corp./Jerry Thompson/Mark Thompson, debt/contract, case #2016 CI 07619, 05/04/16.

GRGTX Lobbying LLC/Government Relations Group of TX vs. JMJ Holdings LLC, debt/contract, case #2016 CI

07622, 05/04/16.

Vescott Investments LLC vs. 5320 George Cooper Ltd./BW/BNB Inc., case #2016 CI 07626, 05/04/16.

A.L. Boeck Co. Inc. vs. T&S Paving & Excavation Inc., debt/contract, case #2016 CI 07628, 05/04/16.

Paul R. Cruz Jr. vs. Ply Gem Industries Inc., injury or damage, case #2016 CI 07632, 05/04/16.

Charles Williams vs. Conn Appliances Inc., debt/contract, case #2016 CI 07639, 05/04/16.

Ray Wildman vs. Medtronic Inc./Medtronic USA Inc., debt/contract, case #2016 CI 07657, 05/04/16.

Ruth Carrillo vs. National Specialty Insurance Co., consumer/dtpa, case #2016 CI 07665, 05/04/16.

Rosalind Feliciano vs. Ford Motor Co./McCombs HFC Ltd./Red McCombs Ford, debt/contract, case #2016 CI 07671, 05/04/16.

Wesley Edwards vs. Ride Aid Transportation/Dalena Zafra, motor vehicle accident, case #2016 CI 07681, 05/05/16.

Oilfield Chemical Solutions LLC vs. QES LLC, case #2016 CI 07691, 05/05/16.

Guadalupe Lloyd vs. USAA Casualty Insurance Co., motor vehicle accident, case #2016 CI 07694, 05/05/16.

Pierce Partnership of California et al. vs. Commercial Industrial Building Owners Alliance Inc./Great Lakes Reinsurance (U.K.) PLC/Claims Adjusting Group Inc. et al., case #2016 CI 07715, 05/05/16.

► Real Estate Deeds of Trust

These are deeds of trust recorded with the Bexar County Clerk. They include commercial transfers and residential transfers over \$200,000. The following information is included: lender; borrower; legal description, property address, ZIP code, subdivision (if available); amount (if available); book/page number; and date recorded. This information is available on disk or via e-mail. Call 877-593-4157.

COMMERCIAL

Quicken Loans Inc. to Valeriu Bruce Saint and Roxana Saint, property at 96 Windmill Road, San Antonio 78231, \$388,000, Book/Page 17807/1516, 04/20/16.

Comerica Bank to Emmanuel African Methodist Episcopal Church, 1600 Semlinger Road, San Antonio 78220, \$495,000, Book/Page 17807/903, 04/20/16.

SouthTrust Bank NA to Rad Rav Enterprises LLC, P.O. Box 291013, San Antonio 78229, \$257,700, Book/Page 17808/1632, 04/20/16.

Brick Financial Services LLC to Cornerstone Christian Schools/Global Evangelism Inc., 18755 Stone Oak Parkway, San Antonio 78258, \$19,645,000, Book/Page 17809/198, 04/20/16.

Jefferson Bank to Frio Medical Property LP, 16620 N. US Highway 281 Suite 300, San Antonio 78232, \$697,000, Book/Page 17809/240, 04/20/16.

Ozona National Bank to Newleaf Homes LLC, P.O. Box 5310, San Antonio 78201, \$3,488,000, Book/Page 17809/913, 04/20/16.

American Bank of Texas to Jacamo LLC, property at 15861 N. I-H 35, Selma 78154, \$376,000, Book/Page 17810/2011, 04/21/16.

Dougherty Mortgage LLC to Windsor Village SA Investors LLC, 3906 Lemmon Ave. Suite 212, Dallas 75219, \$881,054, Book/Page 17810/865, 04/21/16.

Car-Joy LLC to Rivaki Investments LLC, 102 Turkey Creek Road, Shavano Park 78231, \$325,000, Book/Page 17811/1779, 04/25/16.

Cadence Bank to Hamilton Wolfe Properties LLC, 8415 Datapoint Suite 1000, San Antonio 78229, \$1,650,000, Book/Page 17811/2321, 04/25/16.

American Bank of Texas to Henneke Financial Group LLC, property at 139 Paul St., San Antonio 78204, \$340,000, Book/Page 17811/949, 04/21/16.

Jefferson Bank to Bitterblue Inc., 11 Lynn Batts Lane Suite 100, San Antonio 78218, \$1,124,000, Book/Page 17812/1115, 04/25/16.

2RT Capital Investments LLC to ARCA FV Properties LLC, 13817 Blakeville, Live Oak 78233, \$600,000, Book/Page 17812/2409, 04/25/16.

Randolph Brooks Federal Credit Union to IPROCO LLC, 3838 Lockhill Selma Road Apt. 1427, San Antonio 78230, \$1,125,000, Book/Page 17812/832, 04/25/16.

International Bank of Commerce to Sama Developers LLC, 104 Gallery Circle Suite 108, San Antonio 78258, \$344,320, Book/Page 17815/2291, 04/25/16.

Wells Fargo Bank NA to Ghanbar Property LLC, property at 3523 Towne Lake Drive, San Antonio 78217, \$1,467,800, Book/Page 17816/708, 04/26/16.

Frost Bank to McMillin Cliffs at Cibolo LLC, property at 23010 Copper Gully, San Antonio 78259, \$271,589, Book/Page 17817/1327, 04/26/16.

IRC Capital Residential Ltd. to Megatel Homes Inc., 1800 Valley View Lane Suite 400, Farmers Branch 75234, \$408,000, Book/Page 17817/1774, 04/26/16.

Tejas Premier Building Contractor Inc. to Carielo Realty Development LLC-1711 S. Laredo Series, 1711 S. Laredo St., San Antonio 78207, \$561,943, Book/Page 17817/2497, 04/26/16.

RESIDENTIAL

Flagship Financial Group LLC to Josua Allen Bailey and Melissa A. Bailey, property at 414 Lobo Montana, San Antonio 78253, \$366,436, Book/Page 17807/2019, 04/20/16.

Sun West Mortgage

LEADS

Co. Inc. to Steven L. Jr. and Michely I. Walton, property at 6918 Ivy Moon, San Antonio 78254, \$472,365, Book/Page 17808/2416, 04/20/16.

Security Service Federal Credit Union to John D. and Tina J. Garza, property at 3214 Black Elk, San Antonio 78261, \$433,000, Book/Page 17808/783, 04/20/16.

Bank of America NA to William C. Franklin, property at 45 Champions Way, San Antonio 78258, \$507,400, Book/Page 17809/588, 04/20/16.

Eustis Mortgage Corp. to Ernest and Virginia Vargas, property at 7708 High Mountain Road, San Antonio 78255, \$405,000, Book/Page 17811/1, 04/21/16.

Jefferson Bank to Katherine Trevino-Whiteley, property at 17126 Clovis, Helotes 78023, \$429,250, Book/Page 17811/1489, 04/21/16.

Northstar Bank of Texas to Michael and Joy Escriva, property at 27835 Woodland Green, Boerne 78015, \$455,000, Book/Page 17811/1598, 04/21/16.

Freedom Mortgage Corp. to Ronald Lloyd Watson and Wendy M. Watson, property at 25623 Willard Path, San Antonio 78261, \$304,400, Book/Page 17811/2198, 04/25/16.

JP Morgan Chase Bank NA to George and Dawn Marshall, property at 12318 Montel, Helotes 78023, \$320,500, Book/

Page 17811/2228, 04/25/16.

Freedom Mortgage Corp. to Lawrence L. Jr. and Rebecca M. Turgeon, property at 27207 Smokey Chase, Boerne 78015, \$341,052, Book/Page 17811/2360, 04/25/16.

Freedom Mortgage Corp. to James E. Cabellero and Jennifer M. Compton, property at 28315 Willis Ranch, San Antonio 78260, \$408,799, Book/Page 17811/2410, 04/25/16.

Mortgage Electronic Registration Systems Inc./MERS to Charles R. and Grace Daubert, property at 235 Argyle Ave., Alamo Heights 78209, \$938,250, Book/Page 17812/1889, 04/25/16.

Everett Financial Inc. to Michael William Beadle and Danielle M. Beadle, property at 1530 Haskin Drive, San Antonio 78209, \$385,600, Book/Page 17812/2428, 04/25/16.

Quicken Loans Inc. to Richard Edson McCarthy and Nicola McCarthy, property at 18010 Granite Hill Drive, San Antonio 78255, \$531,067, Book/Page 17812/699, 04/25/16.

Sun West Mortgage Co. Inc. to Gregg and Lafonda Williams, property at 8203 Nichols Stone, Boerne 78015, \$434,554, Book/Page 17813/1296, 04/25/16.

Freedom Mortgage Corp. to Louis A. Lendman and Vilma Rojas, property at 13402 Windmill Trace, Helotes 78023, \$300,535,

Book/Page 17813/1798, 04/25/16.

Texas Capital Bank NA to Gregory W. and Rebecca L. Kowalski, property at 24818 Caliza Terrace, Boerne 78006, \$1,681,800, Book/Page 17814/2421, 04/25/16.

Wells Fargo Bank NA to Dena Michelle Frenzel to John L. Price and Joseph A. Pizzini Trustees, P.O. Box 16, Boerne 78006, \$995,000, Book/Page 17815/19, 04/25/16.

SWBC Mortgage Corp. to Robert and Lynn Kirkman, property at 11354 Briggs Road, Atascosa 78002, \$400,000, Book/Page 17815/636, 04/25/16.

Quicken Loans Inc. to Gary Hartman Kilgore, property at 239 Calumet Place, San Antonio 78209, \$321,230, Book/Page 17816/1978, 04/26/16.

Quicken Loans Inc. to Marco A. and Lisa D. Jimenez, property at 3327 Yukon Straight, San Antonio 78261, \$385,550, Book/Page 17817/1473, 04/26/16.

USAA Federal Savings Bank to Roscoe E. III and Angela R. Wentworth, property at 11818 Camp Real Lane, San Antonio 78253, \$313,471, Book/Page 17817/1795, 04/26/16.

JP Morgan Chase Bank NA to Paul S. Attar, property at 24623 Arrow Canyon, San Antonio 78258, \$511,600, Book/Page 17817/747, 04/26/16.

Frost Bank to Mark L. and Delynn Middleman, property at 605 Contour

Drive, San Antonio 78212, \$700,000, Book/Page 17817/802, 04/26/16.

Jefferson Bank to Maren Chan, property at 420 Normandy Ave., San Antonio 78209, \$417,000, Book/Page 17818/257, 04/26/16.

Blanco National Bank to Jeffrey Henderson and Sarah Fay Henderson, 9914 Saxet Drive, Boerne 78006, \$540,000, Book/Page 17818/592, 04/26/16.

SA Brooks City LLC to DWS Properties LLC, 5260 Mount Burnham Drive, San Diego, Calif. 92111, Lot 29 Block 1 Calicar-Caliber, \$2,708,050, Book/Page 17815/393, Lender: TruStone Financial Federal Credit Union: \$2,708,050 Book/Page 17815/401, 04/25/16.

Allen P. Wilson and Judith Martin to On the Move Properties LLC, 28825 I-H 10 W., Boerne 78006, Lot 72 Windwood Estates, \$1,500,000, Book/Page 17814/905, Lender: Compass Bank: \$1,500,000 Book/Page 17814/909, 04/25/16.

Dennis and Sandra K. Bailey to Triple H Development LLC, 15720 Bandera Road No. 103, Helotes 78023, (metes and bounds), \$1,125,000, Book/Page 17807/1614, Lender: Schertz Bank & Trust: \$1,125,000 Book/Page 17807/1621, 04/20/16.

K/T TX Holdings LLC to Westfort Villas II Ltd., 3425 Highway 6 Suite 110, Sugar Land 77478, Lots 27/28 Westfort Villas, \$957,200, Book/Page 17808/134, Lender: Commerce Bank Texas: \$957,200 Book/Page 17808/137, 04/20/16.

John C. and Suzanne B. Thomas to Uptmore LLC, 8400 Blanco Road Suite 204, San Antonio 78216, Lot 8 Block 192 Alamo Heights, \$684,800, Book/Page 17814/2338, Lender: Broadway National Bank: \$684,800 Book/Page 17814/2341, 04/25/16.

Sid L. and Carol Harle

to CBS 101 LLC, 13423 Blanco Road No. 250, San Antonio 78216, (metes and bounds), \$512,000, Book/Page 17818/1509, 04/26/16.

Sid L. and Carol Harle to Wireless Trends LLC, 13423 Blanco Road No. 250, San Antonio 78216, (metes and bounds), \$512,000, Book/Page 17818/1516, 04/26/16.

Mark E. Ellis to 215 Village Circle LLC, 103 Village Circle, San Antonio 78232, Lot 17 Block 3 Village Estates, \$440,000, Book/Page 17811/1674, Lender: Comerica Bank: \$440,000 Book/Page 17811/1677, 04/21/16.

Africa Travel Center LLC to Aihma Realty LLC, 14010 Cougar Point, San Antonio 78230, Lot 1 Block 9 Crownridge, \$395,000, Book/Page 17813/1019, Lender: Compass Bank: \$395,000 Book/Page 17813/1023/\$230,000 Book/Page 17813/1055, 04/25/16.

Sonoma Equity Group Ltd. to Rialto Homes LP, 1270 N. Loop 1604 E. Building 1 Suite 1116, San Antonio 78232; 17722 San Felipe Bay, San Antonio 78255, Lot 58 Block 18 Sonoma Verde, \$366,898, Book/Page 17812/640, Lender: Frost Bank: \$366,898 Book/Page 17812/644, 04/25/16.

Shavano Rogers Ranch North No. 3 Ltd. to Japhet Enterprises LLC, P.O. Box 780696, San Antonio 78069, Lots 31/32/53/54/64 Block 20 Shavano Highland, \$326,250, Book/Page

17817/1139, Lender: Jefferson Bank: \$326,250 Book/Page 17817/1143, 04/26/16.

Babcock Road 165 Ltd. to Armadillo Construction Co. Ltd., 14206 Northbrook Drive, San Antonio 78232, Lot 28 Block 19/Lot 26 Block 25/Lots 68/71/72 Block 10 Weston Oaks, \$261,567, Book/Page 17812/1419, 04/25/16.

RESIDENTIAL

Dirt Dealers II Ltd. to Larry W. and Karen M. Hunt, 9265 Schoenthal Road, Garden Ridge 78266, (metes and bounds), \$740,000, Book/Page 17807/2000, 04/20/16.

Brian K. and Kristi M. Alfaro to Phillip N. and Linda E. Beyer, 4543 Lyceum Drive, San Antonio 78229; 11418 Cat Springs, Boerne 78006, Lot 10 Block 7 Anaqua Springs Ranch, \$734,400, Book/Page 17809/495, Lender: HEB Federal Credit Union: \$734,400 Book/Page 17809/499, 04/20/16.

Jason R. Horiuchi and Katherine Cornforth to Benjamin J. and Ashley K. Ferguson, 222 Hillview Drive, San Antonio 78209, Lots 3/4 Block 2 Hillview Estates, \$700,000, Book/Page 17811/670, Lender: PrimeLending: \$700,000 Book/Page 17811/675, 04/21/16.

Frank Jr. and Marilyn Ledford to William B. Reeves and Susan Warren-Reeves, 11751 Elmscourt, San Antonio 78230, Lot 13 Block 5 Elm Creek, \$657,000, Book/

Page 17814/1875, Lender: Broadway National Bank: \$657,000 Book/Page 17814/1878, 04/25/16.

TX Riverwalk Residences LP to Jami Debernard and Gregory Vincent Debernard, 610 E. Market St. No. 2916, San Antonio 78205, Unit 16 Level 29 aka 2916 Riverwalk Residences Condo, \$653,460, Book/Page 17812/1317, Lender: SWBC Mortgage Corp.: \$653,460 Book/Page 17812/1324, 04/25/16.

J&P Designs LLC to Wendell E. Cape and Omiga Charlotte Cape, (metes and bounds), San Antonio 78230, Lot 85 Block 1 Hidden Creek, \$556,000, Book/Page 17815/503, Lender: Gardner Financial Services Ltd.: \$556,000 Book/Page 17815/507/Lender: International Bank of Commerce: \$69,500 Book/Page 17815/524, 04/25/16.

Kenneth Frank Charles Doll and Gretchen Kay Doll to Robert Austin Mollica and Shawn Maliece Mollica, 3027 Ivory Creek, San Antonio 78258, Lot 15 Block 36 Rogers Ranch, \$545,000, Book/Page 17814/1404, Lender: Gold Financial Services: \$545,000 Book/Page 17814/1407, 04/25/16.

Sean J. and Sherry R. Hislop to David Victor Lozano and Robin Ann Lozano, 17911 Butte Hill, San Antonio 78258, Lot 7 Block 6 Rogers Ranch, \$531,750, Book/Page 17808/1984, Lender:

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LEADS

Legacy Mutual Mortgage: \$531,750 Book/Page 17808/1987, 04/20/16.

Robert E. and Julie C. Novak to Rajeev and Sharu Puri, 16 Camden Oaks, San Antonio 78248, Lot 53 Block 1 Inwood, \$520,000, Book/Page 17811/484, Lender: Broadway National Bank: \$520,000 Book/Page 17811/487, 04/21/16.

Jorge Garay to Darren W. and Belinda Smith, 12103 Windmere, San Antonio 78230, Lot 6 Block 9 Elm Creek, \$513,082, Book/Page 17815/1549, Lender: On Q Financial Inc.: \$513,082 Book/Page 17815/1553, 04/25/16.

531 Parland LLC to Bryan K. and Michelle L. Lawson, 531 Parland Place, San Antonio 78209, Lot 35 Block 5 Parland Place, \$507,500, Book/Page 17810/1643, Lender: KS StateBank: \$507,500 Book/Page 17810/1649, 04/21/16.

Whitestone Custom Homes Ltd. to Joshua A. Zganjar, 25902 Tivoli Meadow, San Antonio 78260, Lot 58 Block 5 Clementson Ranch, \$494,786, Book/Page 17813/1273, Lender: On Q Financial Inc.: \$494,786 Book/Page 17813/1277, 04/25/16.

Keith S. and Keishla Plum to Mark R. Feeney and Wendy Irwin-Feeney, 3134 Sable Creek, San Antonio 78259, Lot 9 Block 7 Evans Ranch, \$472,482, Book/Page 17813/907, Lender: W.R. Starkey Mortgage LLP: \$472,482 Book/Page 17813/910, 04/25/16.

Perry Homes LLC to Jeffrey Fletcher and Patricia Ann Fletcher, 25850 Warbler Way, San Antonio 78255, Lot 12 Block 68 River Rock Ranch, \$470,400, Book/Page 17811/1954, Lender: Crestmark Mortgage Co. Ltd.: \$470,400 Book/Page 17811/1958, 04/25/16.

David L. and Wendy S. Ortega to Ronald A. Valdez and Patricia A. Fritz-Valdez, 104 Memory Trail, San Antonio 78232, Lot 2 Block 10 Hollywood Park, \$460,000, Book/Page 17813/511, Lender: Bank of America NA: \$460,000 Book/Page 17813/522, 04/25/16.

Pulte Homes of Texas LP to Damien T. Benitez, 3719 Massie Ranch, San Antonio 78253, Lot 50 Block 71 Alamo Ranch, \$455,895, Book/Page 17810/1577, Lender: Pulte Mortgage LLC: \$455,895 Book/Page 17810/1580, 04/21/16.

► Releases of Federal Tax Liens

These releases of liens are recently filed by The Internal Revenue Service. They are recorded with the Bexar County Clerk. Published are releases of liens against businesses for \$5,000 or more. The data appears in the following order: taxpayer's name, address, amount of lien, type of lien (if available) book/page number and recording date. The information below is available on disk or via e-mail. Call 877-593-4157.

4157.

William M. Braden CPA PC, 16607 Blanco Road Suite 803, San Antonio 78232, \$5,585, (941), Book/Page 17829/2376, 05/02/16.

► Releases of State Tax Liens

These are releases of liens filed by the state for unpaid income, sales and use, payroll or county taxes. These are also recorded with the County Clerk. Published are releases of liens against business for \$5,000 or more. The data appears in the following order: taxpayer's name, address, amount of lien, type of lien (if available), book/page number and recording date. The information below is available on disk or via e-mail. Call 877-593-4157.

KDJS Enterprises Inc., 2447 Nacogdoches Road, San Antonio 78217, \$6,191, (Limited Sales Excise and Use Tax), Book/Page 17823/699, 04/28/16.

ID-AH Inc., 4827 Fred May St., San Antonio 78229, \$9,835, (Limited Sales Excise and Use Tax), Book/Page 17823/704, 04/28/16.

► Sales Tax Permits

A listing of Sales Tax Permits applied for by Bexar County businesses through the Texas

Comptroller of Public Accounts. Permits are listed alphabetically by business type along with the following information: business names, addresses, ZIP codes, business type and contact names. This information (plus phone numbers) is available via e-mail subscription. Call 877-593-4157 for average counts and cost information.

Mission Fire and Safety, Lealand Taylor, 26014 Big Cypress, San Antonio 78261, contractors-electrical.

Electric Metal, Knud Burns, 3815 West Ave. Apt. 308, San Antonio 78213, retail-miscellaneous.

Adam's Glass & More Inc., 5750 Blacksmith Way, Marion 78124, contractors-glass & glazing.

Superior Water Treatment Technologies, 7602 Avery Road, Live Oak 78233, contractors-special trade.

Bueno Plumbville, Gabriel Mendez, 7419 Cedar Farm, San Antonio 78239, contractors-special trade.

Axis Plumbing, Gary Clark, 4206 Briarcrest St., San Antonio 78247, contractors-special trade.

AH Construction, Abelardo Hernandez, 1400 Gardina Apt. 1215, San Antonio 78201, general contractors.

Construmet Group Inc., 4251 Shadow Elm Woods, San Antonio 78249, general contractors.

Good Guys Remodeling & Landscaping LLC, 19141 Stone Oak Parkway Suite 104, San Antonio 78258, general contractors.

Downtown Dermatology PLLC, 414 Navarro St. Suite 520, San Antonio 78205, health services.

Nutrawise, 16350 Blanco Road Suite 111, San Antonio 78232, health services.

Wonderfully Well, 2614 E. Randlewood St., San Antonio 78261, health services.

Garrison Property and Casualty Association, 9800 Fredericksburg Road, San Antonio 78288, insurance agents or adjusters.

USAA Casualty Insurance Co., 9800 Fredericksburg Road, San Antonio 78288, insurance agents or adjusters.

USAA General Indemnity Co., 9800 Fredericksburg Road, San Antonio 78288, insurance agents or adjusters.

Staccato, Aleed Ansari, 3531 Crestmont Drive, San Antonio 78217, landscape and tree maintenance.

Triple S Lawn Service LLC, 13402 Loma Sierra, San Antonio 78233, landscape and tree maintenance.

Mother Nature Lawn and Landscaping, 7926 Pheasant Creek, San Antonio 78240, landscape and tree maintenance.

Romelia's Bakery, 11255 Huebner Road Suite 110, San Antonio 78230, manufacturing-bakery.

Pureco Water Solutions LLC, 5517 Crosswind Drive, Windcrest 78239, manufacturing-commercial machinery.

Stitches by Steahly, Mary Steahly, 18714 Beardsley

Cove, San Antonio 78258, manufacturing-miscellaneous.

Botas Pueblo Majico, Christian Herrera, 13618 Larkbrook St., San Antonio 78233, manufacturing-tires or rubber products or plastic bottles.

Montgomery Drive Elementary PTA, 7047 Montgomery, San Antonio 78239, membership organizations.

Love4Paws, Ana Gruber, 7635 Cheryl Dianne Circle, San Antonio 78257, pet boarding or grooming.

Colin Leonard Music, 238 Granville Way, Shavano Park 78231, service-entertainment.

Cyclebar, 22602 US Highway 281 N. Suite 104, San Antonio 78258, service-entertainment.

Certified Small Engine Repair, Hywel Wilson, 7510 Tezel Road, San Antonio 78250, service-miscellaneous repairs.

South Crown Barber Shop, 1010 S. Flores St. Suite 118, San Antonio 78204, service-personal.

Eyebrow Design Semi-Permanent Make Up, Brenda Mendoza, 910 S.E. Military Drive Suite C-001, San Antonio 78214, service-personal.

Sky Hotel Service, Andrew Oh, 2020 Bandera Road, San Antonio 78228, service-personal.

Catie Garza Photography, Catherine Garza, 9912 Spring Beauty, San Antonio 78254, service-photography.

Details Barbershop, Linda Pardo, 1723 Bandera

Road, San Antonio 78228, service-salon.

Elite Habitat Solutions LLC, 26942 Oleander Chase, Boerne 78015, service-to buildings.

D's Unique Cleaning Services, Denise Woodward, 3806 Key West Way, Converse 78109, service-to buildings.

Planet Green Tile & Grout Cleaning, Michael Johnston, 8415 Greenbrier, San Antonio 78209, service-to buildings.

Torres Tire Wholesale Inc., 13000 I-H 35 S., San Antonio 78073, wholesale-autos and parts.

Cavender Cadillac-Vogue Tyre Department No. 122, 7625 N. Loop 1604 E., Live Oak 78233, wholesale-autos and parts.

Lethal Performance LLC, 6324 Bandera Road, Leon Valley 78238, wholesale-autos and parts.

IIE Inc., 15331 Pebble Peak, San Antonio 78232, wholesale-commercial equipment.

Regeneration Recycling LLC, 11350 FM 1560 N., Helotes 78023, wholesale-durable goods.

Aleman Custom Shirt Design, 1926 Athel Ave., San Antonio 78237, wholesale-durable goods.

HHR Operating, 5103 McCullough Ave., Olmos Park 78212, wholesale-furniture.

Wholesale Express LLC, 25118 Flaming Arrow, San Antonio 78258, wholesale-furniture.

Lift the Spirits LLC, 5101 Broadway St. Suite 101,

Alamo Heights 78209, wholesale-groceries.

Maxways LLC, 24815 Cloudy Creek, San Antonio 78255, wholesale-non-durable goods.

► State Tax Liens

These are new liens filed by the state for unpaid income, sales and use, payroll or county taxes. These are also recorded with the County Clerk. Published are liens against business for \$5,000 or more. The data appears in the following order: taxpayer's name, address, amount of lien, type of lien (if available), book/page number and recording date. The information below is available on disk or via e-mail. Call 877-593-4157.

Floodmaster Inc., P.O. Box 65056, San Antonio 78265, \$5,210, (Franchise Tax), Book/Page 17823/691, 04/28/16.

Advanced Solar and Electric LLC, 10226 San Pedro Ave. No. 124, San Antonio 78216, \$46,060, (Franchise Tax), Book/Page 17823/692, 04/28/16.

Idahlia S. Espinoza, 1930 Cincinnati Ave., San Antonio 78228, \$38,493, (Limited Sales Excise and Use Tax), Book/Page 17823/693, 04/28/16.

Brahma Prime 3 LLC, 4303 Lighthouse Drive, Converse 78109, \$5,160, (Limited Sales Excise and Use Tax), Book/Page 17823/694, 04/28/16.



Nominations

Who are San Antonio's dynamic women business leaders? The San Antonio Business Journal is seeking nominations for its **2016 Women's Leadership Awards**. Winners will be recognized at an event on Aug. 25 at the Club at Sonterra and featured in the San Antonio Business Journal. **The deadline to nominate is June 24.**

Eligibility Requirements

- Nominees must live and work in the San Antonio area. Self-nominations are welcomed.
- The deadline to nominate is June 24.

Visit bizj.us/1mjsji to nominate or contact **Arlinda Shephard** at 210.477.0855 or at ashephard@bizjournals.com for more information



Nominations

The San Antonio Business Journal is seeking nominations for our **2016 Outstanding Lawyer Awards**. The winners will be recognized at a luncheon on Aug. 4 at the Pearl Stable and featured in the San Antonio Business Journal.

The deadline to nominate is June 10.

Eligibility Requirements

The San Antonio Business Journal's Outstanding Lawyer Awards recognize lawyers in our community who are making a difference in their organizations, the legal industry and the community.

- Nominees must be practicing lawyers who have passed the Texas Bar exam and are current on continuing professional education requirements.
- The nominee's home office must be in the San Antonio area.
- The deadline to nominate is June 10.

Visit bizj.us/1mafvs to nominate or contact **Arlinda Shephard** at 210.477.0855 or at ashephard@bizjournals.com for more information

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LEGAL NOTICES

CITATION BY
PUBLICATION
ON APPLICATION TO
DECLARE HEIRSHIP
THE STATE OF TEXAS
NO. 2016PC1596

To any Sheriff or any Constable with-
in the State of Texas –
GREETINGS:

You are hereby commanded
to cause to be published once in
a newspaper of general circulation
in Bexar County, Texas, said publi-
cation being not less than 10 days
before the return day thereof, exclu-
sive of the date of publication a copy
of the following citation.

THE STATE OF TEXAS •
COUNTY OF BEXAR •

To any unknown heirs of **LEIGH
ANN JENNINGS**, Deceased their
Executors, administrators, heirs
and assignees, and to all persons
interested in the Estate of **LEIGH
ANN JENNINGS**, Deceased. Know
ye that an application to Declare
Heirship has been filed by **ANDREW
P. JENNINGS**, that the same is
now pending in Probate Court No. 2
of Bexar County, Texas under
Docket Number 2016PC1596 and
styled Estate of **LEIGH ANN JEN-
NINGS**, Deceased and that the gen-
eral nature of the proceeding is to
determine who are the heirs and only
heirs of **LEIGH ANN JENNINGS**,
Deceased and their respective shares
and interests in such Estate, and to
determine that a necessity for an
administration does exist for such
Estate.

This Citation by Publication is

returnable to said Court on the first
Monday, following 10 days after
date of publication, exclusive of the
date of publication, being Monday
the 30TH day of May, A.D. 2016
and said application may be acted
upon by said Court at the Coun-
ty Courthouse in Bexar County, San
Antonio, Bexar County, Texas at any
time after 10:00 A.M. on the same
Monday, being the 30TH day of May,
A.D. 2016, and all unknown heirs
and persons interested in this estate
should appear at the time and place
herein stated by filing a written con-
test or answer to said application
should they desire to do so.

Herein fail not, but have before
said Court, at the time aforesaid,
this writ, with your return thereon,
showing how you have executed the
same.

Given under my hand and seal
of said Court, at my office in Bexar
County, San Antonio, Texas, this
12TH day of May, A.D. 2016.

Gerard Rickhoff, clerk
Probate Court No. 2
bexar county, texas
by Miriam Fernandez,
Deputy

Came to hand the 13th day of
May, A.D. 2016 at 11:22 o'clock
A.M., and publication of the above
citation ordered made in the San
Antonio Business Journal.

SUSAN PAMERLEAU, SHERIFF
BEXAR COUNTY, TEXAS
BY SUSAN PAMERLEAU, SHERIFF

05/17

CITATION BY
PUBLICATION
ON APPLICATION TO
DECLARE HEIRSHIP
THE STATE OF TEXAS
NO. 2016PC1063

To any Sheriff or any Constable with-
in the State of Texas –
GREETINGS:

You are hereby commanded
to cause to be published once in
a newspaper of general circulation
in Bexar County, Texas, said publi-
cation being not less than 10 days
before the return day thereof, exclu-
sive of the date of publication a copy
of the following citation.

THE STATE OF TEXAS •
COUNTY OF BEXAR •

To any unknown heirs of **PEDRO
L. MARTINEZ**, Deceased their Exec-
utors, administrators, heirs and
assignees, and to all persons inter-
ested in the Estate of **PEDRO L.
MARTINEZ**, Deceased. Know ye that
an application to Declare Heirship
has been filed by **SANTO MARTI-
NEZ**, that the same is now pending
in Probate Court No. 1 of Bexar
County, Texas under Docket Num-
ber 2016PC1063 and styled Estate
of **PEDRO L. MARTINEZ**, Deceased
and that the general nature of the
proceeding is to determine who are
the heirs and only heirs of **PEDRO
L. MARTINEZ**, Deceased and their
respective shares and interests in
such Estate, and to determine that
no necessity for an administration
exists for such Estate.

This Citation by Publication is
returnable to said Court on the first

Monday, following 10 days after
date of publication, exclusive of the
date of publication, being Monday
the 18TH day of April, A.D. 2016
and said application may be acted
upon by said Court at the Coun-
ty Courthouse in Bexar County, San
Antonio, Bexar County, Texas at any
time after 10:00 A.M. on the same
Monday, being the 18TH day of
April, A.D. 2016, and all unknown
heirs and persons interested in this
estate should appear at the time and
place herein stated by filing a writ-
ten contest or answer to said appli-
cation should they desire to do so.

Herein fail not, but have before
said Court, at the time aforesaid,
this writ, with your return thereon,
showing how you have executed the
same.

Given under my hand and seal
of said Court, at my office in Bexar
County, San Antonio, Texas, this 1ST
day of April, A.D. 2016.

Gerard Rickhoff, clerk
Probate Court No. 1
bexar county, texas
by Miriam Fernandez,
Deputy

Came to hand the 10th day of
May, A.D. 2016 at 11:41 o'clock
A.M., and publication of the above
citation ordered made in the San
Antonio Business Journal.

SUSAN PAMERLEAU, SHERIFF
BEXAR COUNTY, TEXAS
BY SUSAN PAMERLEAU, SHERIFF

05/17

CITATION BY
PUBLICATION
ON APPLICATION TO
DECLARE HEIRSHIP
THE STATE OF TEXAS
NO. 2016PC1325

To any Sheriff or any Constable with-
in the State of Texas –
GREETINGS:

You are hereby commanded
to cause to be published once in
a newspaper of general circulation
in Bexar County, Texas, said publi-
cation being not less than 10 days
before the return day thereof, exclu-
sive of the date of publication a copy
of the following citation.

THE STATE OF TEXAS •
COUNTY OF BEXAR •

To any unknown heirs of **MARK
STECKLY**, Deceased their Executors,
administrators, heirs and assign-
ees, and to all persons interested
in the Estate of **MARK STECKLY**,
Deceased. Know ye that an appli-
cation to Declare Heirship has been
filed by **EUGENE L. STECKLY**, that
the same is now pending in Pro-
bate Court No. 1 of Bexar Coun-
ty, Texas under Docket Number
2016PC1325 and styled Estate of
MARK STECKLY, Deceased and that
the general nature of the proceeding
is to determine who are the heirs
and only heirs of **MARK STECKLY**,
Deceased and their respective shares
and interests in such Estate, and to
determine that a necessity for an
administration exists for such Estate.

This Citation by Publication is
returnable to said Court on the first
Monday, following 10 days after

date of publication, exclusive of the
date of publication, being Monday
the 9TH day of May, A.D. 2016
and said application may be acted
upon by said Court at the Coun-
ty Courthouse in Bexar County, San
Antonio, Bexar County, Texas at any
time after 10:00 A.M. on the same
Monday, being the 9TH day of May,
A.D. 2016, and all unknown heirs
and persons interested in this estate
should appear at the time and place
herein stated by filing a written con-
test or answer to said application
should they desire to do so.

Herein fail not, but have before
said Court, at the time aforesaid,
this writ, with your return thereon,
showing how you have executed the
same.

Given under my hand and seal
of said Court, at my office in Bexar
County, San Antonio, Texas, this
21ST day of April, A.D. 2016.

Gerard Rickhoff, clerk
Probate Court No. 1
bexar county, texas
by Miriam Fernandez,
Deputy

Came to hand the 10th day of
May, A.D. 2016 at 11:40 o'clock
A.M., and publication of the above
citation ordered made in the San
Antonio Business Journal.

SUSAN PAMERLEAU, SHERIFF
BEXAR COUNTY, TEXAS
BY SUSAN PAMERLEAU, SHERIFF

05/17

LEGAL NOTICES

NOTICE OF APPOINTMENT OF BOBBIE ANN JAY, as Independent Executor of the Estate of Ruth Ann Giesecke, Deceased.

Pending in the Probate Court No. 1 of Bexar County, TX., in Matters of Cause No. 2016-PC-0942.

TO ALL PERSONS INTERESTED IN THE ABOVE ESTATE:

WHEREAS, on the 21st day of April, 2016, in the Probate Court No. 1 of Bexar County, TX., the undersigned duly qualified as the Independent Executor of the Estate of Ruth Ann Giesecke, Deceased.

Notice is hereby given that Original Letters Testamentary of this Estate were granted and this is to notify all persons having claims against said estate that they are required to present the same to the undersigned within the time prescribed by law. Any person indebted to said estate is hereby notified to pay same to the undersigned.

BOBBIE ANN JAY, Independent Executor of the Estate of Ruth Ann Giesecke, Deceased.

Address: c/o K.T. Whitehead, Attorney at Law, 3004 Nacogdoches Rd, San Antonio, TX, 78217.

Dated at San Antonio, Texas, April 21, 2016.

05/17

NOTICE OF APPOINTMENT OF JUDITH VASQUEZ, as Guardian of the Person of Ernesto Vasquez, An Incapacitated Person.

Pending in the Probate Court No. 1 of Bexar County, TX., in Matters of Cause No. 2016-PC-0905.

TO ALL PERSONS INTERESTED IN THE ABOVE ESTATE:

WHEREAS, on the 04th day of May, 2016, in the Probate Court No. 1 of Bexar County, TX., the undersigned duly qualified as the Guardian of the Person of Ernesto Vasquez, An Incapacitated Person.

Notice is hereby given that Original Letters of Guardianship of the Person and Estate were granted and this is to notify all persons having claims against said person that they are required to present the same to the undersigned within the time prescribed by law. Any person indebted to said person is hereby notified to pay same to the undersigned.

JUDITH VASQUEZ, Guardian of the Person of Ernesto Vasquez, An Incapacitated Person.

Address: c/o K.T. Whitehead, Attorney at Law, 3004 Nacogdoches Rd., San Antonio, TX, 78217.

Dated at San Antonio, Texas, May 04, 2016.

05/17

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MLS#1159926 Mobile ID:2116D \$324,000 James Lee (210) 325-7361



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MLS#1159107 Mobile ID:2110D \$668,500 Missy Stagers (210) 483-6499



LAS LOMAS 907 EL VALLE • 4BR 3.5+BA

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HEIGHTS OF CIBOLO 254 NORWOOD • 4BR 3BA

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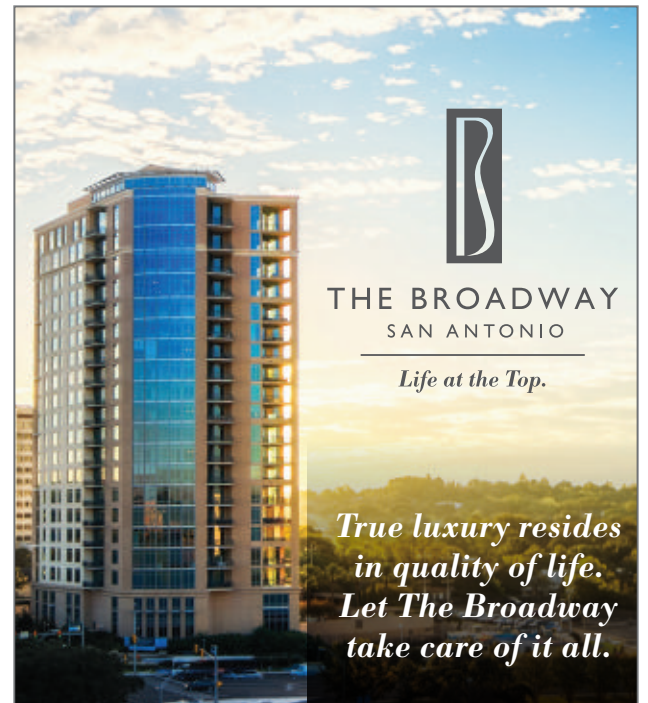
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**The Children's Hospital
of San Antonio™**

CHRISTUS Health

Transformation Milestones





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The CHRISTUS Connected Care Network brings together hospitals, physicians, urgent care, post-acute, ancillary and other providers to deliver high quality, safe, and valued health care... providing a vital connection from patient to primary care physician and more.

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A Message From the President

Two summers ago when I was named president of The Children's Hospital of San Antonio, I was beyond excited. When I accepted the position, I thought I had a good idea about how special the opportunity I was blessed with was, but a couple years later I can honestly

say that I had no idea what I was in for. I had no idea that my experience would be so exciting and so rewarding.

Meeting our patients and their families during their most vulnerable times and seeing how they wholeheartedly trust our medical staff with their lives is a life-changing experience.

Getting to know our Sisters, physicians and medical staff and the true passion they have in genuinely answering the call to extend the healing ministry of Jesus Christ makes me so proud. Each day I am a witness to their dedication and unwavering, compassionate support of not only our children, but their entire families. It's something I will never take for granted. Here, we change lives. Here, we save lives.

It's no secret that this transformation has been challenging at times, but this journey is well worth the reward. More than anything, this has been an empowering experience.

All of us from the Sisters to our administration team, doctors, nurses and staff are empowered and united in our vision of creating a world class children's hospital for the first time in San Antonio, Texas. It will happen. It is happening, thanks to our dedicated team and especially because of the generous support of philanthropists who believe in our transformation journey and what it will mean to each and every child and family we help.

This transformation has been an incredible journey. We are not only transforming our building, we are transforming programs and services and the pediatric care model, and accessibility. We are doing it with grace and compassion without interrupting critical, lifesaving care to our patients.

Through our valued partnership with Baylor College of Medicine and Texas Children's Hospital, as well as dedicated private practice pediatricians throughout the community, and with the generous support of our donors, we deliver phenomenal levels of medical expertise with love. Because that's our mission. It's what each and every one of us is called to do. We will do EVERYTHING to show love and healing to each patient and their family.

Elias J. Neujahr
President,
The Children's Hospital San Antonio



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A New Era of Health and Well



The Illumination of The Children's Hospital of San Antonio

"We recognized the need for this kind of facility to serve children and their families, in our community and beyond. We felt strongly a downtown location was not only feasible but desirable to deliver the kind of advanced care we knew our team would deliver," Elaine Mendoza, CHRISTUS leader said.

On May 25, 2016, a Transformation Celebration will symbolize a new era of health and wellness for children and families. Featuring the opening of a new two-story lobby, chapel, teaching kitchen, café, and Child Life Activity Center, the celebration will be highlighted by the City of San Antonio declaring May 25, 2016 "The Children's Hospital of San Antonio Day." It's a day more than a century in the making and a day that has been worked and prayed for.

The transformation of a CHRISTUS Santa Rosa Hospital into a state-of-the-art Children's Hospital of San Antonio of today is a dream realized. It was an aspiration of three Sisters of Charity of the Incarnate Word-San Antonio fueled by hope and faith so strong that it survived for more than 146 years. Ninety years after opening Santa Rosa Infirmary in 1869, the Sisters founded Santa Rosa Children's Hospital inside Santa Rosa Hospital. But soon the need for more space and more specialized care became evident over the years, as patient volume and specialized needs increased and the need to build capacity grew, talks of building a freestanding children's hospital commenced.

In 2012, CHRISTUS Santa Rosa Health System tried to partner with other hospitals.

"This journey began with heart," said Ernie Sadau, CHRISTUS Health CEO. "We were speaking and acting from the heart, and so with faith and conviction, we consciously thought through every aspect of the development of a children's hospital. We wanted a healthy community and a sound business model. The intention was deliberate to seek support for an effective pioneering children's hospital that we had dreamt of building for the last 25 years. Change brings challenges, but CHRISTUS keeps faith to its mission by extending the healing ministry of Jesus Christ."

Patrick Carrier was the CEO of CHRISTUS Santa Rosa Health System from 2010 to 2015 and oversaw The Children's Hospital of San Antonio negotiations.

Carrier said that once the decision was made to convert the downtown campus to a dedicated children's hospital and before any public announcement was made, he met with both the president and dean of the UT Health Science Center in his downtown campus office.

"I laid out our plans to convert the campus to a dedicated children's hospital and told them we wanted to both continue and expand the relationship we had for the past 40 years in pediatric medicine. Both the UT Health Science Center president and dean expressed their support for the project and at the time were excited about the future of our relationship," Carrier said.

New Opportunities Arise

But things changed quickly, he said. "We were notified about a month later that the UT Health Science Center had been approached by the Baptist system to potentially build a new children's hospital in the South Texas Medical Center on the UT Health Science Center campus and that they preferred to pursue that route as opposed to continue partnering with CHRISTUS on a downtown children's hospital," Carrier said.

"Even though the official decision to partner with Baptist was not announced until September of that year it was evident that our pediatric relationship with the UT Health Science Center was concluding. That decision when initially shared with us by the UT

Health Science Center was probably the low point for me in the entire journey to create The Children's Hospital of San Antonio."

But CHRISTUS didn't give up. On April 20, 2012, CHRISTUS Santa Rosa got approval from the CHRISTUS board to turn the downtown campus into a fully dedicated children's hospital to serve the rising pediatric population in San Antonio.

Elaine Mendoza, CHRISTUS Santa Rosa Health System Board Chair, said the board unanimously supported the creation of the freestanding academic children's hospital, and they were committed to staying downtown.

"We recognized the need for this kind of facility to serve children and their families, in our community and beyond. We felt strongly a downtown location was not only feasible but desirable to deliver the kind of advanced care we knew our team would deliver," Mendoza said.

In early February 2013, CHRISTUS Santa Rosa Health System partnered with Baylor College of Medicine and Texas Children's Hospital.

Business for Children and Families

"As is often said out of the ashes of despair opportunity often arises and by that I am referring to the current relationship with Baylor College of Medicine and Texas Children's Hospital, both of which are world renown in pediatric medicine," Carrier said.

Mutual service to community

Mark W. Kline, M.D., Professor and Chair of the Department of Pediatrics at Baylor College of Medicine and Physician-In-Chief of Texas Children's Hospital, has been on the faculty at Baylor and Texas Children's for more than 25 years. A San Antonio native and graduate of Trinity University, Dr. Kline said it is the service to community that aligns his hospital with The Children's Hospital of San Antonio.

"Since its inception in 1954, Texas Children's Hospital has maintained a commitment to serving the entire community, regardless of race or ethnicity, religion or ability to pay," Kline said. "We view ourselves as the court of last resort for children with the most difficult or complex medical problems. The Children's Hospital of San Antonio's history of service to the less fortunate and most vulnerable among us resonates with us at Texas Children's. We feel a cultural kinship with The Children's Hospital of San Antonio and want to be supportive of The Children's Hospital of San Antonio's mission as a natural extension of our own."

Mark A. Wallace, president and CEO of Texas Children's Hospital since 1989, said he has a sense of personal pride to participate in the evolution of The Children's Hospital of San Antonio.

"When I first spoke with Pat Carrier, he outlined the unexpected change in academic affiliation for the pediatric services that necessitated a new plan," Wallace said. "He also said the CHRISTUS Board was committed to building a world class pediatric program and to remaking the downtown campus into a standalone children's hospital. Dr. Paul Klotman, president of Baylor College of Medicine, and I immediately recognized the need to support CHRISTUS through the provision of both academic and hospital operational resources. Over the last three years, the

growth of the Baylor College of Medicine faculty in San Antonio, and the expansion of individual clinical programs has been nothing short of remarkable."

Carrier said he is excited about the relationship with Baylor College of Medicine and Texas Children's Hospital that has "allowed us to accomplish an unheard of feat of recruiting more than 150 talented pediatric providers (many of which are in specialties in very short supply) over an 18 - month period," he said. "While the UT Health Science Center was a valued partner, no one can question the reputation and quality of pediatric medicine that Baylor and Texas Children's Hospital bring to The Children's Hospital of San Antonio."

"Aligning with nationally ranked Baylor College of Medicine and Texas Children's Hospital was a privilege," Mendoza said. "We were and remain committed to bringing the best, the brightest, and most innovative providers to The Children's Hospital of San Antonio."

Sadau says the partnerships help provide the best in care. "We have the best institutions in pediatric health care together in the Alamo City. This alliance means we are giving San Antonio area children and their families what they deserve and they deserve the best," he said.

A transformation begins

Since CHRISTUS Santa Rosa Health System's April 2012 announcement that it would answer the call for a world-class children's hospital in San Antonio, work began to transform the downtown campus into a fully dedicated, freestanding children's hospital. The Hospital has been undergoing a massive \$135 million renovation and expansion, a transformation that required interior demolition, relocating units, exterior construction, modifying for energy efficiency, interior construction, all while patients and families receive uninterrupted vital medical care. 5,000 inpatients and 73,000 outpatients have been serviced along with 62,000 emergency department visits.

Sanjuanita "Sanjie" Garza-Cox, M.D., FAAP, The Children's Hospital of San Antonio Chief of Staff, Assistant NICU Medical Director and NICU Transport Medical Director, said

in her 13 years with CHRISTUS Santa Rosa she has witnessed "multiple challenges."

"The faith and the strength of the Sisters continues to fire the determination and persistence of our excellent nursing and ancillary staff. Being one of the practices that has remained in place during the transformation has provided a very rewarding experience," said Dr. Garza-Cox. "We have witnessed an exciting and inspiring medical specialty support second to none. The expertise and the abilities of the joining teams is truly exceptional. Together we continue to service our community with the utmost respect, highest levels of care and newest technologies."

Ken Haynes, President and CEO of CHRISTUS Santa Rosa Health System, oversees four hospitals, the freestanding children's hospital, three freestanding emergency centers, and a variety of ambulatory care centers in San Antonio, New Braunfels, and beyond.

"The transformation process was one of the most historical happenings in our ministry. With our mission to extend the healing ministry of Jesus Christ, it's paramount we care for our tiniest patients and their families" Haynes said. "Our vision never wavered, looking to the future to become a world-class children's hospital fully dedicated to doing one thing

well – taking care of children – and putting them FIRST."

Today, Haynes said the relationship with UT Health Science Center at San Antonio remains valued, but it is a very different relationship based on a different model that is aligned with other aspects within the System. This transformation is changing the landscape of pediatric health care in San Antonio and beyond, said Haynes, "so that all may experience God's healing presence and love."

Elias J. Neujahr, President of The Children's Hospital San Antonio, said he is impressed each and every day with the level of care and compassion provided by the staff.

Dr. Angie Hilger, chair of The Children's Hospital of San Antonio Board of Directors, said she is excited about the transformation.

"This campus is going to serve so many children in such a life-changing way," Hilger said. "To be part of creating a fully integrated network of pediatric care in San Antonio and beyond is an honor. This Hospital is going to truly be a crown jewel of hope and healing."



A Grassroots Effort for a World-Class Vision



Andrea Pilar Obledo

As told by: Mario Obledo, Jr.,
father, advocate

Editor's Note: Eleven years ago, Mario Obledo Jr. and Carla Marie Obledo's newborn daughter was born with major health complications. The couple formed a nonprofit to advocate for a standalone, dedicated children's hospital in San Antonio. It's been a challenging journey, but Mario Obledo, Jr. says it's been well worth the effort because his daughter and others in San Antonio and beyond can now get most of their health care in San Antonio. This is their story.

In December 2014, my daughter Andrea Pilar Obledo, who has Down Syndrome, was born. She had a heart defect and needed surgery to save her life. My wife Carla Marie and I took her to the local medical center at first, however we have traveled thousands of miles over the years to get her the care she needs. Our journey seems endless, but for our daughter, we would go any distance. So far, Andrea has had more than 50 hospital stays. She's endured more pain and heartache than most of us will have to endure in our lifetime. As parents, we want not only to make sure she survives, but that she has a good quality of life. It's what all parents want.

When Andrea first entered into a hospital in the San Antonio Medical Center, I met a couple from the Hill Country area in the ICU who said their child had been there for two weeks. I was blown away. Wow, two weeks! To hear someone say they had been there that long, I was really taken aback.

Andrea's stay turned into three months and we got to a point where we had to make a decision to have her transferred to get better health care expertise. My wife did some research and found that Texas Children's Hospital in Houston had some of the best pediatric care in the world. Texas Children's Hospital was the last place and the first place we wanted to be. We were so far away from our home in San Antonio, and we didn't want our sweet baby to have to go through so much pain, but we knew she was in good hands receiving the very best medical care. Those doctors saved Andrea's life after nine surgeries and a six month hospital stay.

While we were there with Andrea in the ICU, a well-known cardiologist was on the floor and came into our room and noticed we were from San Antonio. We started talking about why we were there. That cardiologist told us that the difference between Houston and San Antonio pediatric medical care was that Houston was major league and San Antonio was minor league because of technology, experience, funding and case volume. That's when my wife and I decided to get involved. At that moment we both became advocates. As soon as we settled back in San Antonio, we formed a nonprofit, San Antonians for South Texas Children's Hospital.

The few children's hospitals that we had in San Antonio were not standalone; they are attached to adult facilities and the level of care is different and less successful because they have their attention and expertise on adults. Austin has Dell Children's Hospital, Corpus Christi has Driscoll Children's Hospital, Dallas has Dallas Children's Hospital, Ft. Worth has Cook Children's Hospital and Houston has Texas Children's Hospital. I have seen equipment

being used on children that was intended for adults. Our daughter needed specialized care. We needed all eyes and attention on her and getting her home.

Our organization's mission was to advocate for a true, dedicated children's hospital for San Antonio and the surrounding region. We wanted to create awareness in our community that San Antonio was lacking a standalone dedicated children's hospital. We are the seventh largest city in the country, but here in Texas, we were the only large city that didn't have a dedicated children's hospital. We met with three other families whose children had struggled in the local health care system and together, we came up with the name and mission for the organization. It was grassroots advocacy. We talked about getting our own children's hospital to whomever we could. We wanted to raise the awareness so local leaders could get something done. We did TV interviews, met with physicians and organizations.

San Antonio had a history of grappling with creating a standalone hospital back in the early 90s, and even before that. Health care professionals would come together and start looking at where to put it, but those discussions would fall apart. It seemed that all of the hospitals in San Antonio such as Methodist, CHRISTUS, University, and Baptist, were all wanting to do their own thing. But finally, all these years later, CHRISTUS was able to rise to the occasion. Today, we couldn't be more proud of The Children's Hospital of San Antonio.

San Antonio is now attracting a lot of young physicians; one of them was a physician that we met at Texas Children's Hospital, Andrea's pulmonologist. Today, Andrea is 11 years old. She is doing well. She still receives a lot of her care at Texas Children's Hospital in Houston where many of her original doctors work, but now that The Children's Hospital of San Antonio is here, we've been able to transition some of her care.

At first we didn't know what to expect at The Children's Hospital of San Antonio. We've been in the new emergency room at all hours. We have come to know the doctors and the nurses and they know my daughter. It's now a natural place to go. She's had seven hospital stays at The Children's Hospital of San Antonio. We are confident that the doctors here can lean on Houston if they need it and they are going to build their program and make it even better for Andrea and all of the other children who need it.

The transformation is a work in progress, but what they have been able to accomplish so far is just what I imagined: a standalone children's hospital filled with dedicated, expert physicians and nurses who really care.



Children Grow.

So Should Their Hospital.

CHRISTUS Health congratulates The Children's Hospital of San Antonio on its transformation and becoming the first freestanding children's hospital in the city!

The hospital and the technology inside look very different than when it was founded in 1959, but your commitment to the children of South Texas has never changed. Now, you're well positioned to continue providing the highest quality care in the most compassionate way in a facility designed just for children and their families.

On behalf of our Associates in three countries, our board members and our sponsoring congregations, the Sisters of Charity of the Incarnate Word of San Antonio and Houston, we congratulate you. Thank you for showing the city and the world what it looks like to extend the healing ministry of Jesus Christ.



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Putting Children First Campaign



Dr. Timothy Griffin greets guests at the 7th floor blessing

In 2012 when CHRISTUS Santa Rosa Health System's leadership first announced plans for The Children's Hospital of San Antonio, the leadership team emphasized that philanthropic support would be critical in helping to fund the transformation project.

The private sector has indeed stepped up to help, raising more than \$76 million for the downtown pediatric facility, which is still undergoing its transformation.

"It's not typical; it is an extraordinary statement of support," said John Bel, President of The Children's Hospital of San Antonio Foundation.

The \$76 million raised so far is the tip of the iceberg. The goal is to raise \$80 million by the end of 2016, but The Children's Hospital of San Antonio will need to raise roughly three times that amount over the next several years.

"We can't slow down. As successful as this campaign is now and will be, the challenge to be a top-tier children's hospital in this country is that we've just started the wheels turning. Philanthropy will be essential for the future," Bel said. "By the end of 2022, we need to raise between \$200 million and \$250 million."

Mark A. Wallace, president and CEO of Texas Children's Hospital in Houston since 1989, said because pediatric hospitals care for all young patients regardless of their ability to pay, they all depend on special reimbursement programs, government funding, and more.

"Children's hospitals only thrive where there is strong community and philanthropic support," said John Bel. "Community leaders like Kit and Angela Goldsbury, Harvey Najim, Charlie

Amato, Gary Dudley, and hundreds of others recognize the importance of The Children's Hospital of San Antonio. They have made significant donations to ensure that San Antonio will have a world-class pediatric hospital."

The largest gift the campaign has received to date is \$20 million from Goldsbury Foundation, named for San Antonio entrepreneur Christopher "Kit" Goldsbury and his wife Angela.

"It was the shot across the bow to make sure people knew exactly where we stood. This was a significant investment, not lightly taken," said Goldsbury Foundation Chief Executive Officer Suzanne Mead Feldmann.

Sister Kathleen Coughlin serves as Vice President of Institutional Advancement at the University of the Incarnate Word where she oversees all aspects of fundraising for the University.

"I have had the privilege of watching that success in the area of fundraising," Sr. Coughlin said. "What I find particularly exciting, in addition to the amount of money raised, are the individuals and people who have gotten behind this project by putting their name and their financial support toward establishing the first freestanding, fully dedicated children's hospital. The Goldsbury Foundation, a San Antonio-based private, family foundation, has a long and rich history with CHRISTUS Santa Rosa. Previous grants helped open the David Christopher Goldsbury Center for Children and Families (a multi-specialty outpatient clinic that has touched the lives of more than 250,000 children), The Center for Miracles (a nationally renowned child abuse

assessment program that has treated more than 7,500 children from 30 South Texas counties), and created The Kaye Wilkins Endowed Chair in Pediatric Orthopedics.

In 2013, Goldsbury Foundation announced a \$20 million grant to The Children's Hospital of San Antonio. It remains the single largest gift to CHRISTUS Santa Rosa in its 146 year history and was intended to help create an environment of healing and hope for children and their families.

Charlie Amato, chairman and co-founder of SWBC, has been a CHRISTUS Santa Rosa board member since 1998.

"We have had one of the most successful campaigns in the system and in San Antonio," he said. "We are really proud of what we have been able to accomplish in a short period of time."

Amato said last year SWBC donated \$2 million to fund the Gary Dudley and Charlie Amato Endowed Chair, awarded to Yu-Tze Ng, M.D., F.R.A.C.P., Pediatric Neurology Section Chief at The Children's Hospital of San Antonio and Professor of Pediatrics at Baylor College of Medicine. Clinical research, and educational opportunities for Dr. Ng and his department will be supported through the earnings of a permanent fund. "He is one of the best in his field," Amato said.

Harvey E. Najim, President of The Harvey E. Najim Family Foundation, said he has donated a total of more than \$4.7 million to the Foundation because he believes in The Children's Hospital of San Antonio's mission.

"I felt very strongly that there should be a children's hospital downtown that would serve children from the areas south of 410," he said. "I was also very impressed with Dr. Mark Gilger and The Children's Hospital of San Antonio's association with Baylor College of Medicine. I am very pleased with my investment and the difference it is making in the lives of children."

Retired USAA President and CEO Joe Robles Jr., who is a lifetime board member, said he has been involved with CHRISTUS Santa Rosa since the 1990's.

"The reason I got involved was the emotion. I visited the 7th floor and when I saw the love and affection and kindness they displayed to the children, I signed up! I was hooked and I wanted to help in any way I could," said Robles. "San Antonio was one of the largest cities that didn't have a freestanding

children's hospital. In spite of all of the odds, criticisms, and opinions, we pushed forward. It took a lot of hard work, and faith, and risk. I am delighted; it's a giant step forward for the city and the 20 plus counties in South Texas who don't have their own children's hospital."

The John and Rita Feik Foundation donated \$3 million to The Children's Hospital of San Antonio.

"This city has a lot of children's diseases and specialty needs and we needed to move dramatically forward. Finally, they have stepped forward and moved the ball downfield. They really have something to be very, very proud of," said John Feik, philanthropist, investor, and rancher.

To make a difference with your donation, contact The Children's Hospital of San Antonio Foundation office at 210-704-2800, or make a donation online at ChildrensHospitalSAFoundation.org.

Major donors to date include:

- Goldsbury Foundation – \$20 million
- The Children's Hospital of San Antonio Foundation Board of Directors – \$9.4 million
- H-E-B – \$5 million
- Harvey E. Najim and the Najim Family Foundation – \$4.5 million
- The USAA Foundation, Inc. and USAA – \$4 million
- Anonymous - \$3.5 million
- Valero Energy Foundation – \$3 million
- John and Rita Feik Family Foundation – \$3 million
- Mays Family Foundation – \$2.5 million
- SWBC Foundation – \$2 million
- Impetus Foundation – \$2 million
- Klesse Family Foundation – \$1 million
- The Gorman Foundation – \$1 million
- The Greehey Family Foundation – \$1 million
- Walmart and Sam's Club – \$1 million
- Max and Minnie Tomerlin Voelcker Fund – \$1 million
- Corner Store – \$1 million



The Children's Hospital of San Antonio™ Foundation

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ChildrensHospitalSAFoundation.org

Putting Children First Campaign

The Children's Hospital of San Antonio Foundation would like to thank the generous donors and leadership who have already helped raise \$76M of our \$80M goal for the *Putting Children First* campaign.

As the only freestanding children's hospital in San Antonio, it is our duty to provide the highest quality care while advocating for the well-being of children and families.

Thank you for helping us make this a reality.

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The Children's Hospital of San Antonio™ Foundation

CHRISTUS Health

Everything for our children.™

Until there are
no children who
need our help,
we will continue
to need yours.

We put them first; so can you. At The Children's Hospital of San Antonio we put our children first with world-class pediatric care. The kind of care every parent wants, and every child needs. Your financial support helps ensure this continues every day. Please give, generously.

You can lend your support at ChildrensHospitalSAFoundation.org.

Leading The Way



Ernie Sadau

President and CEO,
CHRISTUS Health System

What is your brief job description and background?

I have been with CHRISTUS Health since 2006 and have served as its CEO since 2011. It is my responsibility to strategically lead CHRISTUS so that we remain focused on our mission, to extend the healing ministry of Jesus Christ. I help to articulate our health system's vision to our

Associates and the community. It is also my job to prepare our organization to constantly succeed in clinical quality and safety and lead CHRISTUS so to capitalize on opportunities of the future.

Where is your favorite place in The Children's Hospital of San Antonio and why?

Anywhere that a patient, a family member, or a community member is receiving hope or healing from our Associates and partners is my favorite place. I also enjoy the spectacular illumination of The Children's Hospital. The lights create a warm glow both inside and out to comfort those who come to us to seek our care. I also like the celebration bell for chemotherapy patients. There's a lot of joy when a child and family can mark the end of their chemotherapy radiation treatment by ringing a bell. There are many great places!

What about The Children's Hospital of San Antonio are you most proud of?

We are able to meet the vision of a community for a best in class comprehensive children's hospital.

How do you envision The Children's Hospital of San Antonio in 10 years?

To continue to enhance San Antonio's reputation as a national Center of Excellence for pediatric services and to be recognized as one of the Top 10 children's hospitals in the country.

Why should a family choose The Children's Hospital of San Antonio for their child's health care needs?

What we do every day meets tomorrow's standards and I am very proud of the advance medicine and compassionate care we are able to deliver.

Describe The Children's Hospital of San Antonio in one word. Transformative!



Patrick Carrier

CEO, CHRISTUS St. Vincent Regional
Health System in Santa Fe, New Mexico

What is your brief job description and background?

I was the Region CEO of the CHRISTUS Santa Rosa Health System from 2010 to 2015 and The Children's Hospital was one of the hospitals I was responsible for.

Where is your favorite place in The Children's Hospital of San Antonio?

The neonatal intensive care unit. It amazes me that infants who are so incredibly fragile and who only a few years ago would have probably died, are cared for by such a dedicated team of medical experts with cutting edge technology and most of whom go home to eventually become normal children and adults.

What about The Children's Hospital of San Antonio are you most proud of?

That we accomplished what most people said would never happen.

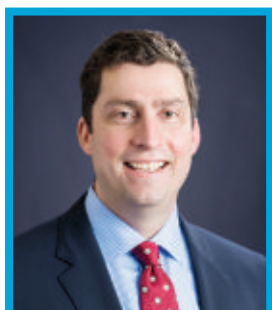
How do you envision The Children's Hospital of San Antonio in 10 years?

It would not surprise me to see The Children's Hospital of San Antonio recognized as one of the top 25 children's hospitals in the U.S.

Why should a family choose The Children's Hospital of San Antonio for their child's health care needs?

The Children's Hospital of San Antonio has an amazing staff of dedicated physicians, nurses, and other care givers whose only goal is to provide outstanding medical services to children and who now have the facility and technology to deliver those services in an environment dedicated to children and their specific needs. The Children's Hospital of San Antonio is also associated with one of top pediatric medical schools in the country and has a very close relationship with one of the top five children's hospitals in the U.S., in the rare event that pediatric services are not offered at The Children's Hospital of San Antonio are needed. Those relationships provide access to some of the top pediatric physicians and research in the world.

Describe The Children's Hospital of San Antonio in one word. Amazing!



Elias J. Neujahr

President, The Children's Hospital
of San Antonio

What is your brief job description and background?

I joined The Children's Hospital of San Antonio as President on August 4, 2014. Before that, I served in a leadership role within Spectrum Health in Grand Rapids, Michigan, where I helped lead Helen DeVos Children's Hospital.

Where is your favorite place in The Children's

Hospital of San Antonio and why? It's the inpatient floors! All the bright colors, the feel, the privacy, the amenities for our families – the play rooms, family lounge and incredible team work amongst our staff and physicians. Also, Child Life; our tiniest patients and their families are blessed to have such a dedicated team that is fully focused on their healing and caring. Then there's the teaching kitchen – it's going to change the way we view food as medicine in our community. It is a special place for our families!

What about The Children's Hospital of San Antonio are you most proud of?

Our people, our focus, and our dedication. Witnessing complete compassion throughout the transformation and a commitment to serve never wavered through years of transformation. The vision is clear with our dedicated Associates and physicians. We are each here to do one thing, and that's EVERYTHING for our children.

How do you envision The Children's Hospital of San Antonio in 10 years?

World-class Leader!

Why should a family choose The Children's Hospital of San Antonio for their child's healthcare needs? We are dedicated and committed 100 percent to our children.

Describe The Children's Hospital of San Antonio in one word. Heart!



Sanjuanita (Sanjie) Garza-Cox
MD, FAAP, The Children's Hospital
of San Antonio, Chief of Staff

What is your brief job description and background?

I became the Chief-of-Staff at The Children's Hospital of San Antonio in December 2014. A physician of MEDNAX National Medical Group, I have been a neonatologist for more than 15 years, serving my most recent 12 years at The Children's Hospital of San Antonio. I also serve as the Neonatal Transport Director and the Assistant NICU Medical Director.

Where is your favorite place in The Children's Hospital of San Antonio?

The NICU, of course.

What about The Children's Hospital of San Antonio are you most proud of?

Our staff has perseverance; they never give up, and they always aim to serve.

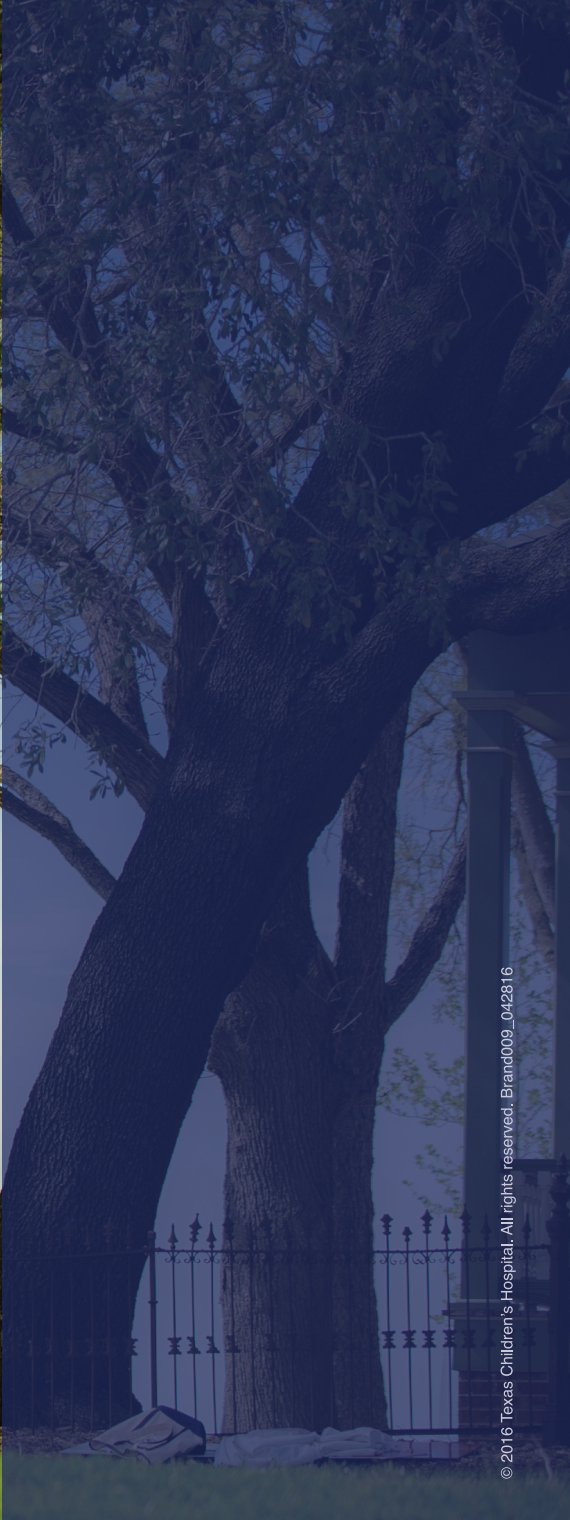
How do you envision The Children's Hospital of San Antonio in 10 years?

The Children's Hospital of San Antonio will be fueled with energy, changing the health of our community's children; it will be a resource to outlying facilities.

Why should a family choose The Children's Hospital of San Antonio for their child's health care needs?

Because I choose it for my children. I have seen the power of the community I work in.

Describe The Children's Hospital of San Antonio in one word. Service.



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Texas is a land of legends – but legendary care isn't just another tall tale.

We tip our hat to **The Children's Hospital of San Antonio** as they celebrate their outstanding new facility and their transformation into the only freestanding children's hospital in San Antonio.

We are proud to partner with this trailblazing organization in bringing world-class pediatric care to the children of South and Central Texas. Since 1954, Texas Children's Hospital has served the needs of children in Houston and far beyond and has grown into one of the nation's top-ranked pediatric hospitals.

We know what it means for families to have access to expert pediatric care right in their own community, and we're thrilled that kids in Texas have a brighter future now than ever before.



**Texas Children's
Hospital®**

Promises Made. Promises Kept.



First Sisters who became nurses: Sisters Colette, de Sales, Eleanor, Everistus, Victor, Philip Neri, Malachy, Mary of the Ascension, Robert, Stella, Timothy, Austin, and Anselm-1905

The transformation of CHRISTUS Santa Rosa Hospital into today's state-of-the-art Children's Hospital of San Antonio is a dream realized, an aspiration fueled by hope and faith so strong that it survived for more than 146 years. The seeds for San Antonio's first freestanding hospital designed for children were planted in 1869 when three Sisters from Leon, France, ages 18 to 24, barely able to speak English, started Santa Rosa Infirmary to care for cholera patients who were often left on their doorsteps.

"For us, faith is our foundation at Santa Rosa and now The Children's Hospital of San Antonio guides all that happens here," said Sister Sarah Lennon, a retired Sisters of Charity of the Incarnate Word-San Antonio nurse who now volunteers at the Hospital.

"The call was issued to the young French women in 1866 by the founder of the Congregation of Sisters of Charity of the Incarnate Word, Bishop Claude Marie Dubuis: 'Our Lord Jesus Christ suffering in persons of every kind seeks relief at your hands,'" she said.

Sisters have always cared for children

In 1918, the infirmary became the first Texas hospital to add a unit of five beds for crippled children.

"Their lifelong commitment and work was to serve others regardless of their religious affiliation or ability to pay. In the early days of the Hospital, it was the place people went to die, and in many cases, the Sisters were left with children who had no place to go," said Sister Kathleen Coughlin, who serves as Vice President of Institutional Advancement at the University of the Incarnate Word.

"Thus, I have observed many aspects of trying to bring our Children's

Hospital ministry into the future, from the days of partnering with other hospitals in the community, to being part of the final decision to take on the responsibility," said Sister Coughlin. "It has been a challenging journey, but the final outcome has been well worth it."

The Sisters established orphanages throughout Texas, including San Antonio's St. Peter-St. Joseph Children's Home, which still serves foster children. As the children grew, they needed to be educated, and the Sisters staffed many local grade schools. In 1881, they started Incarnate Word Academy to provide educational opportunities.

"Today that effort is known as the University of the Incarnate Word. The spirit and philosophy of our founders is still true today, providing care to all of God's people regardless of their faith affiliation," said Sister Coughlin. "One of the ministry's core values is dignity of the person, and that value is the umbrella under which our health care ministry continues to this day."

A dream and a prayer for a special Hospital

Ninety-seven years ago, the ultimate goal for a standalone Children's Hospital was first verbalized: "Mother Robert O' Dea said, 'It is my dream and my prayer that one day children will have their own special hospital,'" said Sister Lennon.

Progress toward that goal was made in 1959 when the Sisters of Charity of the Incarnate Word – San Antonio opened a Hospital for children, inside Santa Rosa Hospital. The need for more space and more specialized care became evident over the years, as patient volume and specialized needs increased. Because of that, talks of building a freestanding Children's Hospital began.

Sister Yolanda Tarango, CHRISTUS Santa Rosa Regional Board member, former congregational leader and former Sisters of Charity of Incarnate Word – San Antonio President, said she remembers when CHRISTUS tried to collaborate to create a standalone children's hospital.

"It always became difficult. A concern I always have is that if our goal is really the best care for our children, there's no room for all of this competition. I think what we all need to strive for is how can we make good on our primary mission to care for children and save their lives?" Tarango said. "It's a big risk. It's an expensive venture, and my hope is now that we have a standalone Hospital, that the City of San Antonio would really support it. It's a privilege, a crown jewel for our community."

Charlie Amato, chairman and co-founder of SWBC, has been a CHRISTUS Santa Rosa board member since 1998; he served as chairman from 2001-2004. He was the first board chairman to be a businessman and not a nun in the Santa Rosa board's 100-year history.

"Health care in general was going through transitions and they felt it was time to bring a businessman on board. I was very proud of being asked and it was a tremendous experience," he said. "When you think of it, a not-for-profit hospital is really about community involvement. The nuns were on the board, they are still on the board and they will always be on the board. They remind us on a regular basis of the mission of the Hospital and why we are here to serve the community. That's what they live for – that's their commitment and purpose in life."

Faith still plays an integral role at The Children's Hospital of San Antonio.

"I think the Sisters were praying because we were able to hire the best pediatricians in the country with Baylor's support," Amato said. "It's been a tremendous benefit for us and we are now associated with Texas Children's Hospital in Houston, which is one of the greatest and best in the United States. God has ways of making things happen for a reason and it has been all positive."

Mark A. Wallace, president and CEO of Texas Children's Hospital in Houston since 1989, said he is impressed with the dedication of the Sisters. "The Sisters of Charity of the Incarnate Word are remarkable.

They continue to set the tone and character for The Children's Hospital of San Antonio," he said. "Individuals like Sister Sarah Lennon, Sister Michele O'Brien, Sister Marian Jordan, and Sister Germaine Corbin are part of The Children's Hospital of San Antonio community and provide a bright vision for the future."

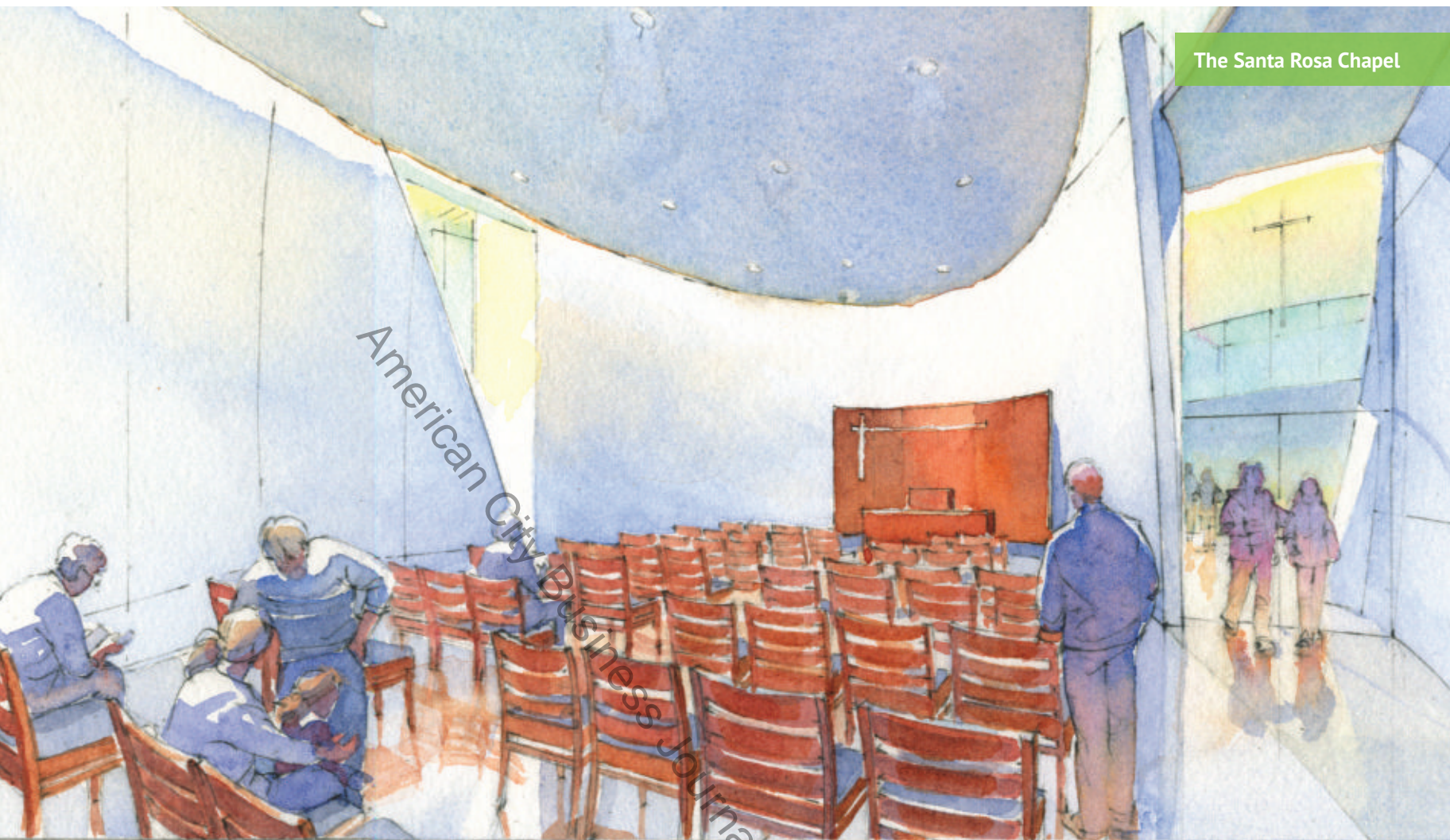
"I was walking the halls at the Capitol, talking to legislators and telling the story of health care and telling of Santa Rosa," Sister O'Brien said. "I love health care with all of my heart and bringing people health and wholeness is so important to me. It is a life journey that I have such a passion for."

Health care is evolving every day. From the simple beginning in 1965 when I came to Santa Rosa, when CT or MRI didn't exist to where we are now with machines and techniques more powerful than we could have imagined," Sister O'Brien said. Sister Marian Jordan, who has served as a Sister of Charity of the Incarnate Word-San Antonio for 60 years, volunteers three times a week where she has served for 20 years as a chaplain, says like her fellow Sisters, she has personally witnessed the evolution of The Children's Hospital of San Antonio.

"I love to see children recovering and going home. Some come regularly because of their illness. They come about every six months," Sister Jordan said. "It's amazing what they do, like the titanium rib for patients born without ribs – that started at Santa Rosa. The child who came the farthest was the child from New Zealand."

The Santa Rosa Chapel

The Santa Rosa Chapel



The new Santa Rosa Chapel, named to honor St. Rose of Lima, with its modern cylinder shape with modern high-end finishes will be the focal point for the entrance and first and second floors of the Hospital. Throughout the Hospital the chapel's sweeping, nonlinear, exaggerated curves will carry on the design theme and healing spirit of the chapel.

"I am really pleased with how it is turning out. It will be a real blessing to everyone. We have been looking forward to a sacred place again, a fresh start to our mission and extending our mission," said Mary Davis, a chaplain and CHRISTUS Santa Rosa Health System Spiritual Care Director.

The first floor staircase is a companion structure to the chapel, winding its way around the chapel, mimicking the same curvilinear design of the chapel. On the second floor, there is a continuous glass lined balcony that overlooks the entire first floor space below. Guests entering from the parking garage will look down to see the chapel.

Carlos E. Ibarra, Project Manager, Bartlett Cocke General Contractors, said the chapel is going to be one

of the most unique and special parts of the transformation.

"The chapel is going to be a beautiful, beautiful space. It is going to inspire children and their families," Ibarra said, adding that the chapel will include high-end finishes, including acoustical plaster, wood veneer paneling, and other design details.

"Certainly from the lobby, the main entrance is a key focal point when entering the Hospital," Ibarra said. "Even if you park in the garage and enter from level two, you can't help but see it over the mezzanine."

Mike Johnson, WHR Architects Senior Project Architect and The Children's Hospital of San Antonio project manager, said the chapel measures 50 feet by 36 feet. "It will be very appropriate for the setting," Johnson said. "It will include stained glass windows, salvaged from a church."

Davis, who has worked for CHRISTUS Santa Rosa for 35 years, said the Sisters of Charity of the Incarnate Word-San Antonio, and others can't wait to use the new chapel. "It's going to be very, very nice. The Sisters and even the medical staff and community have seen the construction crews working on

it and we have all been looking forward to it being completed," Davis said, adding that the original Santa Rosa Hospital chapel was small by comparison. "We love the design. There is so much we can do with it. We will have formal services and children's prayer time in ways we haven't been able to do before."

Davis said faith is an important part of healing for patients and their families.

"Our patients and families can turn to their faith in what they are going through. We give them time to worship and pray," she said. "We ask them what would you want to ask your God. Some of the patients, even being as sick as they are, say things like, 'Please pray for my little brother he is not doing good in school. Or pray for my mom so she won't worry.' Sometimes they will pray that their leg won't hurt, but usually, they pray for others."

Davis said patients and their families find solace in the chapel.

"We have prayer trees where people can write prayer intentions on pieces of paper shaped like birds or hearts or stars. They come and write very meaningful prayer requests and hang them up. Patients sometimes just sit there

in silence; sometimes they cry. Sometimes parents just come to cry alone without showing their emotions to their children. At the end of the month, we gather all of the prayer cards and pray over them as chaplains. The new chapel will be able to hold about 40 people," Davis said.

It will include a tabernacle area with a crucifix and an altar. Various benches and chairs with arms and some without will be available to accommodate patients and families with different needs.

The chapel will primarily serve as a Catholic-focused worship space, but includes areas to incorporate interfaith worship, and items for other religious backgrounds. Some Muslim doctors who come to pray in the chapel already bring their own prayer rugs. They feel very comfortable doing that and we want them and others to feel comfortable. We want to be sensitive to all faiths so that when people are going through a crisis they can lean on their religious and spiritual traditions. They want to come to a place that feels sacred where they can seek comfort.

It Takes a Team to Transform History Into a Modern Place of Healing



From top left to lower right: Ken Haynes, Elias J. Neujahr, Dr. Sanjuanita Garza-Cox, Dr. Alec Stall, Christopher Cortez, Vanessa Cortez, John Bel, Marley Nance, Dr. Mark Gilger, Dr. Megan Harline, Dr. Richard Lorber, Dr. Veronica Jude, Angel Esparza, Dr. Barry Cofer

Since CHRISTUS Santa Rosa Health System's 2012 announcement that it would answer the call for a freestanding children's hospital in San Antonio, architectural design and construction teams have worked tirelessly to create a world-class facility, meticulously designing each detail in the transformation of the 100-year-old downtown Hospital.

On May 25, The Children's Hospital of San Antonio will celebrate a transformation milestone and historical celebration that will offer a preview of the new two-story lobby and main entrance, the CHEF Teaching Kitchen/Café, the Santa Rosa Chapel, Child Life, and more.

"We are creating a Hospital environment that not only serves the needs of our patients, but also one that truly cares for their loved ones with a focus on family-centered care," said Elias J. Neujahr, President of The Children's Hospital San Antonio. "As our campus continues to transform, our commitment to putting children first remains our top priority.

Our children's comfort and healing will always come first."

When construction is complete, the 10-acre Hospital campus will host 400,000 square feet of space, including a 10,000 square feet new lobby and front entrance, 200 private patient rooms, 12 renovated operating rooms, and a new Emergency Department. The Hospital never closed during the transformation.



Designing for the highest level of care

Every space has been engineered to exceed the needs of those receiving health care and the professionals providing it. The vision is to make

the Hospital comforting and family-friendly as possible while giving physicians and other health care professionals an ample, modern space to provide world-class care.

Carlos E. Ibarra, Project Manager, Bartlett Cocke General Contractors, said he is honored to manage the renovation project.

"This has been a very challenging and enlightening experience," said Ibarra, noting that his Bartlett Cocke team has been working closely with WHR Architects, the lead architecture firm based in Houston, and other firms. "One of the driving forces during the design stage was to create a state-of-the-art facility to provide excellent health care services for the children of San Antonio and beyond."

Ibarra said an investment was made in each detail with high-end finishes and components from around the world. Wall tile was imported from Holland; channel glass on the exterior of the building was fabricated in Germany and the lobby ceramic floor tile was produced in Canada.

Mike Johnson, WHR Architects Senior Project Architect and The Children's Hospital of San Antonio project manager, agreed his team has faced many design challenges.

"Over half of the area of the Hospital has been completely gutted and rebuilt while many of the remaining spaces are getting a very thorough facelift. It is a pretty intense project. It's complicated," Johnson said.

A special project

"CHRISTUS and the Sisters are very proud of this 100 year-old site, and they decided they would not abandon it. With that decision, we determined what we needed to build from. The Hospital had grown vertically and horizontally. So it took quite a lot of research before we began to interview all of the user groups and began designing. It's been a pretty intense period of time, uncovering surprises along the way; we had to make some decisions and adjustments on the fly for mechanical, electrical and plumbing systems. It's common for a building of this age to have lost track of where things are."

The existing structure is comprised of five buildings including part of

the Hospital at the intersection of Santa Rosa and Houston that is considered historical. Two additional buildings were demolished to make space for new projects, said Ibarra.

"Then, traffic flow decided what we needed to do," Johnson said. It's taken a full team of firms to make it happen, but we've worked extremely well together. We have been a real family getting this

Early Construction of the New Lobby



project done."

"We have a talented and dedicated team. Together, we've been able to adapt and be successful," Ibarra said. "More than 200 construction workers, engineers, designers, and more are on site each day, including some weekends and nights, to meet our goals. To be successful, we have ensured a heightened sense of communication."

"This is a special project and it's been a lot of fun thinking in child scale and viewing it through the eyes of children," said Johnson. "We consider what's possible, non-threatening, what would make them better, but still allow them to be children and what can we do for parents who are staying and help alleviate their fears and make it as gentle a space as possible."

Other firms that Bartlett Cocke and WHR have been collaborating with include: Stanley Beamen & Sears, an architecture firm based in Atlanta, Georgia; Overland Partners architecture firm in San Antonio; MS2 Consulting Engineers in San Antonio; Cleary Zimmerman Engineers in San Antonio; Smith Seckman Reid, Inc., an engineering firm in Houston; Co'Design, a landscape architecture firm in Austin.

"One of the really interesting things I have experienced in this project is children are born here," Ibarra said. "We're proud of all of our projects, but this one is very special because it is the first standalone children's



Teaching kitchen rendering

hospital. This is going to be a one-of-a-kind facility.”

“One of our most important goals is to minimize disruptions to the Hospital,” Ibarra said. “As challenging as this project has been, the key source of motivation is focusing on the significance of this project. It is a source of daily inspiration. We see those children daily. It is motivating in a sense that we truly understand who we are doing this good work for. That daily reminder of seeing the children gives us all a sense of pride.” Ibarra said his team has donated to the Child Life department’s trick-or-treat parades and Christmas Toy Drive. “It’s heart-warming,” Ibarra said.

Modern “Beacon of Hope”

An exterior culinary garden for the CHEF program will include a large wood deck area and covered canopy. The garden includes three parts, including a new culinary garden, a new play garden that will accommodate wheelchairs and other disabilities, and a new prayer garden area.

The Hospital is known as a “Beacon of Hope” for its care of children and because of its exterior lighting at night. To emphasize Jesse Trevino’s “Spirit of Healing” nine-story tiled mural of a young boy holding a dove with an angel watching over him, 11-foot LED-powered window panels were installed in January 2015 to stream the mural’s same color hues of purple, blue and orange



Early Construction on Exterior

into the patients’ Hospital rooms.

“The building was reskinned with a new exterior surface and all new windows. The colored panels are glass panels from Germany that were selected to compliment the mural,” Johnson said.

The new Santa Rosa Chapel, a cylinder shape with high-end finishes, will be the focal point for the entrance and first and second floors of the Hospital. Throughout the Hospital, the chapel’s sweeping, nonlinear, exaggerated curves will carry on the common design theme of the original shape of the chapel

Modern, spiral-shaped walls around the new, centralized welcome stations on each patient floor provide a distinctive yet functional work space for nurses. Gone are the nursing stations at the end of the halls; instead, alcoves next to patient rooms can be found in each corridor, further enhancing caregivers’ ability to monitor children and provide support for families.

Each floor features a unique color that has been integrated into various design elements throughout that space. These vibrant, modern colors create a distinct, child-friendly atmosphere and make it easier for family members to find their way around. Contemporary LED lighting and double-insulated windows not only brighten the spaces, but increase the Hospital’s energy efficiency. Even the windows have been upgraded to modern windows that restrict ultraviolet rays, lowering heat transmission and helping to reduce energy costs.

Each patient floor has a team room that allows physicians and nurses to come together for care team discussions, conferences with family members, and resident training opportunities. Family lounges offer a comfortable, home-like setting

and are equipped with a washer, dryer and kitchen, there’s a playroom on every floor for children to enjoy play time, an essential part of the healing process.

The new H-E-B Emergency Department has been completed. KidSTOP, a convenient place for children to receive physician ordered blood tests, imaging, respiratory therapy, and intravenous therapy, is also transformed and open.

“It’s a fully dedicated pediatric Hospital. It’s much different from adult hospitals for a number of reasons. Some of these children can be admitted for months at a time, so we must provide spaces that are special,” Johnson said. “We have been very deliberate about non-treatment spaces where children can retreat and have fun, play a game, and interact with others.”



Early Construction on Exterior

The finished campus will include the best in pediatric care and treatment including:

- 200 private patient rooms with space for families
- New, dedicated spaces for treatment, education, recreation, and research
- 12 operating rooms specifically designed to meet children’s needs
- Dedicated emergency room for children, with plans to elevate it to Level 1 Trauma status
- Each floor includes 20 new private patient rooms.
- Family break room on every floor featuring the amenities of home that provides families a space to eat, drink coffee, watch TV, relax and do laundry
- Multiple nurse stations located on every floor strategically near patient rooms
- Registration area, a playroom, and a large family gathering room on each floor

The floors include:

- **Level one:** CHEF program teaching kitchen; lobby that includes the new Santa Rosa Chapel; H-E-B Emergency

Department; Child Life services and administrative offices

- **Level two:** Radiology and surgery
- **Level three:** Neonatal Intensive Care Unit’s 40 patient rooms
- **Level four:** Women’s services labor and delivery
- **Level five:** PICU and PIMC’s 40 patient rooms
- **Level six:** Support services
- **Level seven:** Valero Energy Foundation Hematology/Oncology Outpatient unit
- **Level eight:** The John and Rita Feik Family Foundation Cancer and Blood Disorders Center Inpatient Unit, including 20 private patient rooms, two positive pressure isolation rooms that prevent the entrance of contagions for high-risk patients. The Harvey E. Najim Blood and Marrow Transplant Center.
- **Level nine:** Special medicine unit and the inpatient unit of the Physical Rehabilitation Center, includes 20 private patient rooms. Rooms include state-of-the-art rehabilitation equipment, including patient life devices and tracking systems that provide assistance

to patients with limited mobility. Two of the rooms convert into a single, larger room for sibling patients who wish to stay together.

- **Level ten:** The Mays Family Medical Care Unit, includes 20 private patient rooms
- **Level eleven:** Surgical care unit, includes 20 private patient rooms

Each patient room includes:

- Non-slip vinyl and wood flooring
- Footwall with built-in magnetic marking board for care information
- Child-friendly wall talker with clip to accommodate children’s activities and display art
- Built-in sink, countertop and desk
- Electronic charting stations
- Flat-screen TV and DVD player
- Sitting area that converts to a day bed
- VISTAMATIC privacy windows
- Full-service bathroom with shower
- Spacious storage cabinets in the main room and bathroom

The Children's Hospital Through the Years

1869

Sisters of Charity of the Incarnate Word founded Santa Rosa Infirmary – the first private hospital in San Antonio.

1903

Nursing school established.

**1910**

Modern laboratory established.

**1912**

X-ray department established.

**1915**

Free clinic established.

1918

Santa Rosa Infirmary becomes the first hospital in Texas to add a unit of five beds for crippled children to a hospital.

1919

Construction began on a five-story addition that was completed in 1921.

1927

\$300,000 five-story addition completed, resulting in 44,000 square feet of space.

1928

Dietary lab opened.

**1930**

Santa Rosa Infirmary renamed Santa Rosa Hospital.

1935

Became the first hospital in Texas to install air conditioning.

**1940s**

Over 6,000 patients admitted annually, with no regard to religion or ability to pay.

1959

100-bed Children's Hospital opens alongside adult Hospital.

**1968**

UTHSC-SA began training residents at downtown location. CHRISTUS Santa Rosa Children's Hospital becomes one of the original training sites, beginning partnership with UTHSC-SA.

1992

Santa Rosa and Methodist proposed building a new, jointly run children's hospital in the South Texas Medical Center. Opposition to moving the hospital forced Santa Rosa and Methodist to drop the plan.

1999

Sisters of Charity of the Incarnate Word - San Antonio and Houston combined their health systems and formed CHRISTUS Health.

2010

CHRISTUS Santa Rosa and UTHSC-SA representatives began exclusive talks about a children's hospital partnership.

MAR 1, 2012

University Health System terminated intent to partner with CHRISTUS Santa Rosa Children's Hospital.

**APR 2012**

CHRISTUS Santa Rosa Health System received approval to move forward with a \$135 million renovation project to transform its downtown San Antonio campus to a freestanding children's hospital.

SEPT 16, 2012

The Children's Hospital of San Antonio officially became licensed as the first freestanding children's hospital in Bexar County.

FEB 2013

The Children's Hospital of San Antonio announces partnerships with Baylor College of Medicine and Texas Children's Hospital.

FEB 28, 2013

USAA Foundation, Inc. and USAA announced a \$3 million gift to The Children's Hospital of San Antonio Foundation.

**APR 2013**

Goldsbury Foundation announces \$20 million gift to build a new two-story lobby and new entrance facing North San Saba.

JULY 2013

Harvey Najim and Najim Family Foundation donated \$3 million to The Children's Hospital of San Antonio.

**SEPT 17 2013**

The Children's Hospital of San Antonio marked its first anniversary with a blessing. Archbishop Gustavo García-Siller blessed the Hospital, physicians, Associates, and families.

NOV 6, 2013

The Children's Hospital of San Antonio and Baylor College of Medicine add 17 pediatric specialists as part of aggressive recruitment effort to bring 100 pediatric specialists to San Antonio by December.

MAR 28, 2014

Baylor College of Medicine received approval from the Accreditation Council for Graduate Medical Education (ACGME) to begin the pediatric residency program at the Hospital.

APR 24, 2014

The Children's Hospital of San Antonio receives Level III Trauma Designation, becoming one of two pediatric standalone facilities to receive the designation. Only seven pediatric standalone facilities in Texas are designated as trauma centers.

JUN 4, 2014

The Children's Hospital of San Antonio unveils groundbreaking culinary health and education program.

**JUN 12, 2014**

Baylor College of Medicine physicians take helm of Emergency Room at The Children's Hospital of San Antonio.

JUN 19, 2014

Elias J. Neujahr named President of The Children's Hospital of San Antonio.

**JUL 28, 2014**

Valero Energy Foundation donates a \$3 million gift; Klesse Foundation donates \$1 million gift.

DEC 4, 2014

The Children's Hospital of San Antonio opens new pediatric multi-specialty center in New Braunfels.

FEB 25, 2015

The Children's Hospital of San Antonio announces opening of Phase One of its newly transformed Emergency Department; H-E-B announces \$5 million to The Children's Hospital of San Antonio.

MAR 24, 2015

The Children's Hospital of San Antonio opens 10th floor medical unit and 11th floor surgical unit.

The Mays Family makes \$2.5 million donation.

APR 2015

The Children's Hospital of San Antonio opens new freestanding emergency center in Westover Hills.

APR 27, 2015

The Children's Hospital of San Antonio opens new Hematology/Oncology/Rheumatology and Allergy and Immunology Outpatient Center.

JUL 2015

After a very successful match, the first class of young pediatricians began their Baylor College of Medicine - San Antonio residency program.

NOV 3, 2015

The Children's Hospital of San Antonio Foundation announces \$80 million campaign and celebrates illumination of Hospital.

John and Rita Feik Foundation provides \$3 million donation.

FEB 2016

Harvey E. Najim provides \$1.5 million grant for new Blood and Marrow Transplant program.

Baylor College of Medicine Residency Program



The Children's Hospital of San Antonio secured its first group of 10 residents after 1,000 individuals applied. The residency program that was nearly established in 2015 to create a thriving pediatric residency program that trains and ensures experienced new pediatricians can meet the future needs of South Texas children, shows no sign of slowing.

John Bel, President of The Children's Hospital of San Antonio Foundation, said, "If we continue on this course, we will have such gravitational pull because of the depth and the breadth of the specialty services and specialty physicians. There has been deep interest from prospective residents who want to align themselves with The Children's Hospital of San Antonio."

The Children's Hospital of San Antonio has welcomed a new generation of pediatricians who start their careers in The Children's Hospital of San Antonio's inaugural Baylor College of Medicine Pediatric Residency Program. These pediatricians are learning to embody excellence in specialized children's care and service.

"This program helps The Children's Hospital of San Antonio put children first by bringing in new doctors and developing training to further pediatric medicine in the community and beyond," said Dr. Michelle Barajaz, Residency Program Director. Following the Accreditation Council for Graduate Medical Education, fourth year medical students can apply to become pediatric residents at The Children's Hospital of San Antonio. Ten residents will be accepted and begin rotations each year.

"This is an exciting time for San Antonio, it means we will gain more pediatricians and pediatric specialists, as most residents typically continue their practice within 100 miles from their training institution," said The Children's Hospital of San Antonio Pediatrician-in-Chief Dr. Mark Gilger, "and the fact that we received approval so quickly is paramount. The Children's Hospital of San Antonio is taking the lead in a new education-driven model."

Recognized as one of the top medical schools in the country by U.S. News & World Report, Baylor in Houston serves as the sponsoring institution for The Children's Hospital of San Antonio's pediatric residency program. This unique model allows the Hospital to tailor programs specifically to the needs of the patients and of the residents.

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Patient—and Family—Centered Care



San Antonio Spurs visit patients during Christmas

Child Life Services

A child's needs for security and age-appropriate activities are often magnified by the stress of illness and hospitalization. Recognizing that being hospitalized can be frightening to children, the Child Life Department at The Children's Hospital of San Antonio creates an environment designed to ease children's fears and provide the important emotional and social support to make the Hospital experience as pleasant as possible for both the child and the family. The Child Life staff includes professionals trained in child

development and special education who apply their expertise to help children understand their unfamiliar situation.

Through their knowledge of child growth and development issues and children's reactions to the stresses of illness and medical procedures, Child Life Specialists offer opportunities for patients and their families to gain mastery over difficult experiences. They provide developmentally appropriate information to children and adolescents about their diagnosis and treatments, helping to clarify

misconceptions and fears while maintaining a child's self-esteem. Sister Marian Jordan, who has served as a Sister of Charity of the Incarnate Word-San Antonio for 60 years said she has personally witnessed the critical role of the Child Life department.

"Some little ones had such a good time they don't want to go home. Child Life looks out for them," Sister Jordan said. "They do everything possible to help them feel at home – they play games and have fun." The Children's Hospital of San Antonio Child Life Team provides strong support and works to help children understand what will happen before, during and after their surgery or Hospital stay.

Dr. Kris Rittichier, section head of The Children's Hospital of San Antonio Emergency Department, said Child life specialists engage the children so they don't get bored or anxious during treatments. "They are educated in helping make the child's experience better," she said. "They have iPads with movies or music, toys, bubbles. They make procedures better for the children and even comfort the parents who are nervous."

At The Children's Hospital of San Antonio, KidSTOP offers a convenient place for pediatric patients to receive physician-ordered tests and outpatient treatments that do not require an Emergency Room visit. Conveniently located on the first floor, patients get their treatment and testing in a warm, kid-friendly environment with a staff that is sensitive to the feelings of fear and anxiety that children may experience in the Hospital.

KidSTOP performs testing and treatment with a physician order so the child can go home after therapy is complete.

Services Include:

- Lab Work
- Radiology (X-rays)
- Respiratory Therapy
- IV Therapy and Management
- CT/MRI with Sedation



THE FUTURE IS OURS TO BUILD™



At Bartlett Cocke General Contractors, our focus and desire to build higher purpose facilities that serve our community is what motivates every member of our team. Being afforded the opportunity to participate in The Children's Hospital of San Antonio project is a great source of pride for our entire company. We are extremely grateful to all of those who are working to protect our children, and in turn, our future.

www.bartlettcocke.com

Center for Maternal and Fetal Care



Dr. Peter Nielsen, Vice Chair of the Department of Obstetrics and Gynecology with Baylor College of Medicine

Sharing the miracle of birth is the focus at the Center for Maternal and Fetal Care at The Children's Hospital of San Antonio. Specialists

provide expert labor and delivery services in a home-like setting. From experienced physicians to the highest level of newborn intensive care, families can be comforted in knowing that the Hospital is prepared for high-risk newborns and complicated deliveries.

The Children's Hospital of San Antonio's team of pediatric specialists believes good health begins long before an infant's first glimpse of daylight. In concert with neonatal services, new mothers can be assured that The Children's Hospital of San Antonio's physicians and staff offer the highest level of care for every child and mom. Classes for expectant moms cover a variety of topics including labor, delivery, breastfeeding, and infant care.

Creating family-focused time

The Children's Hospital of San Antonio's skilled nurses involve families with the care of their newborn, including offering tips on how to feed, bathe, and change baby. When a baby is in the NICU, it can be overwhelming and frightening.

The Children's Hospital of San Antonio engages family members to learn together. A mother-baby nurse offers guidance and helps with specific questions on baby care. The nursing staff wants to involve moms and dads in the daily care of their baby as much as possible.

Breastfeeding Support

The Children's Hospital of San Antonio's International Board Certified Lactation Consultants are on hand to help new moms of all babies including those who are in the NICU. The benefits of breastfeeding are well proven, but even more so for premature or critically ill infants.

Breastfeeding can present challenges for any new mom. Lactation consultants provide guidance, reliable information, and support. Most of all, this team is specially trained in the unique needs of fragile infants and their mothers.

The Children's Hospital of San Antonio has received the Care Award from the International Board of Lactation Consultant

Examiners. This award recognizes accomplishments as a facility that hires International Board Certified Lactation Consultants with a dedicated lactation program, an initiative that protects, promotes, and supports breastfeeding.

A Higher Level of Care

The Children's Hospital of San Antonio offers infants access to a full range of pediatric medical and surgical subspecialists.

Any baby born in South Texas has quick access to state-of-the-art care at The Children's Hospital of San Antonio with the Neonatal Emergency Transport Team.

Available 24/7 to transport critical infants and children via air or ground, each team consists of a registered nurse and a respiratory therapist. These dedicated teams transport more than 800 patients each year from a 90-county area and more than 50 local regional hospitals and clinics.

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The Children's Hospital
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CHRISTUS Health

Leading Edge Technology



Teaching in the Simulation Center

At The Children's Hospital of San Antonio, technology is on the leading edge. One of the important

technologies used for training is the use of high tech manikin-based simulations known as SIM. SIM

enhances and replicates real world experiences in a fully interactive fashion. Trainers prepare the participant before the simulation, implement the scenario, and follow up with a debriefing.

It is increasingly being utilized in medical and nursing education and is designed to improve patient outcomes, enhance skill acquisition, encourage teamwork, mitigate risk, and guide a culture of safety, said Gayle Dasher, PhD, RN, ANP-BC, Christus Santa Rosa Health System Director of Clinical Practice and Education, who oversees clinical education including simulation. Dasher said SIM is becoming more and more popular. We have used simulation to increase the skills of our nursing and medical staff in areas such as advanced resuscitation techniques, the use of life support equipment such as Extracorporeal Membrane Oxygenation and ventilators, and

to promote teamwork in a variety of patient care situations, added Dasher. SIM is an integral teaching tool that builds confidence. Simulation affords our clinical staff the opportunity to make mistakes and learn from those mistakes in a safe environment. You can make a mistake with a manikin and feel as though you have the opportunity to get better instead of feeling dejected because you made a mistake, she said.

Nurses say they learn valuable, lifesaving skills via SIM. Dasher said the nursing staff has told her that simulation has helped them refine their skills but has primarily contributed to the development of better teamwork in challenging patient care situations.

Weight Management Clinic

For almost three years, The Children's Hospital of San Antonio's Weight Management Clinic has been offering obese children and young adults up to age 21 life-changing treatment.

The Clinic's dedicated, expert team includes registered dietician, Arisa Larios, exercise physiologist, Julie Guinn and Suzanne Elizabeth Cuda, M.D., the Clinic's Medical Director.

"We treat patients with family-based treatment, the cornerstones of which are dietary and activity modifications," said Dr. Cuda, Baylor College of Medicine Associate Professor of Pediatrics who is board certified in General Pediatrics, Adolescent Medicine and Obesity Medicine.

Jose Flores Perez's son Jason Ivan Perez, a 10th grader at Lanier High School, has been a patient of The Children's Hospital of San Antonio's weight management program for almost two years. Jason's mom and dad tried in vain to help him lose weight for years, but his weight climbed to more than 400 pounds.

"The Children's Hospital's Weight Management Clinic has helped our son lose 90 pounds. He is exercising at the gym and he restricts his calories and his

carbohydrates. There has been a lot of change in him. He is looking forward to his senior prom now. I am very proud of him," said Flores Perez. "The Clinic works so hard to help him. They focus on him and make him feel like he is their only patient. They show that they really care about him and they treat him like he is a member of the family."

Jason, 16, said the Clinic helped him learn about how to eat and exercise so that he could finally start losing weight.

"Honestly, I had to do it for my emotional stability. I have always been overweight and it was hard," Jason said. "The Weight Management Clinic keeps me on track; I can tell that they really want me to be successful. Every time I go there, I see the numbers go down."

Jason said he has more work ahead, but he is celebrating his milestones during his weight loss journey.

"This program has already changed my life. Every year when I go back-to-school shopping I have always had to go one, two, three, four sizes up because I gain weight every summer. I had to order clothes online because the ones in the stores didn't fit. But the other day

I went to the store because I wanted to see what size I was and you know what?

"I was finally able to go to the store and put on a pair of jeans. I started crying right there."

Every visit involves height, weight, waist, hip circumference measurements, and blood pressure measurement," said Dr. Cuda. The Clinic sees patients an average of every six weeks, following them from months to years.

The Weight Management Clinic utilizes the BOD POD to measure fat mass and fat-free mass, known as body composition using air displacement so that there is no pain or side effects. The test lasts only two minutes. The Clinic also uses an InBody Scale to measure body fat, body fat mass, and skeletal muscle mass, which works by electrical impedance so that it is painless and has no side effects.

"Obesity is a chronic disease; patients may need ongoing care for a long time, if not forever. We try to provide a non-threatening clinical environment where children with obesity can feel welcome and cared for."

"The success of weight management lies first and foremost with a

supportive family environment. Nothing can replace this; children who have this support tend to do very well," she said. "Our team works with families with all kinds of challenges. We are committed to providing support for these families to enable success."

Cuda said she knows there is a high need for weight management services in the community.

"Anyone is welcome to come see what we do, and we're always looking for partnerships with the community which could be activities, programs, schools, religious affiliations, etc.," she said.

The Children's Hospital of San Antonio Weight Management Clinic conducts research in childhood obesity. Current research includes participation in a major national collaborative called POWER (Pediatric Obesity Weight Enrollment Registry) as well as research in fatty liver disease and visceral fat, exercise testing, and testing of inflammatory markers.

"We're still learning a lot about what we can do to positively influence this pervasive disease which is affecting so many of our children," concluded Dr. Cuda.

Culinary Health Education for Families (CHEF)

The Culinary Health Education for Families (CHEF) program is a hands-on nutrition and cooking education community outreach initiative providing engaging experiences and promoting nutritious food and home cooking as key ingredients in the recipe for life long health and wellness.

The program is funded by a portion of a 2013 \$20 million grant from Goldsbury Foundation. It hopes to provide innovative approaches to addressing the growing problems of childhood obesity and Type 2 Diabetes in San Antonio.

The CHEF program has grown to include a board-certified pediatrician, CIA-trained Chef with extensive experience at the San Antonio Food Bank, and a Registered Dietitian to help shift San Antonio's food culture outside Hospital walls.

"The Children's Hospital of San Antonio is all about putting children first and the same is true for CHEF," said Julie La Barba, MD, FAAP, CHEF Medical Director. "We believe everyone should have the chance to feed their families

CHEF Maria teaches guest



real food whether or not they have the access, means, or education to do so.

Rooted in the belief that food is medicine, CHEF teaches children and families common sense nutrition and practical cooking skills. Through engaging experiences, CHEF educates and inspires individuals to adopt and sustain healthy eating habits.

"We want to empower all families to understand getting a meal on the table doesn't have to require endless time, money, or even gourmet cooking skills," said

Dr. La Barba, also an Assistant Professor of Pediatrics at Baylor College of Medicine. "Not only are we a trusted resource for parents with ill and injured children, we are bringing nutrition education and a teaching kitchen surrounded by 2.4 acres of green space to those who need it most."

Maria Palma, CHEF Program Director, who is an award-winning Culinary Institute of America-trained chef, said CHEF classes will be made available to the public this fall.

"We want participants to feel confident in the Teaching Kitchen and to realize that the equipment used is similar to what they may already have at home," Palma said.

The CHEF program is also working with H-E-B to provide Prescriptions for Produce to pregnant women. This allows doctors to prescribe produce to moms each month. It is combined with nutrition education, shopping tours, and cooking demos with a registered dietitian, Dr. LaBarba explained.

"Cooking delicious and satisfying meals that also happen to be good for families doesn't have to require expensive ingredients or cooking skills," said Dr. LaBarba. "Seventy percent of chronic health conditions associated with obesity are preventable. Conditions such as cardiovascular disease, Type 2 Diabetes and stroke are largely attributed to issues such as diet and exercise. One out of every three San Antonio school-age children is overweight or obese."

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An Integrated Network of Care

At The Children's Hospital of San Antonio, pediatricians and specialists are strategically joining forces in a care network designed to provide seamless health care services for children throughout San Antonio and beyond.

"With The Children's Hospital of San Antonio's partnership with nationally ranked Baylor College of Medicine and Texas Children's Hospital, children have access to the best treatments and leading research, all close to home," says Clinton D. Kotal, The Children's Hospital of San Antonio Vice President of Ambulatory Services and Network of Care. "Community partnerships are an important part of our long-term success," Kotal said. "As our System also maintains partnerships with a number of private practice specialty groups, an urgent care center, and a local Federally Qualified Health Center (FQHC), all of which are vital to the success of the System."

"The Children's Hospital of San Antonio Primary Care is a 501c3 medical group, certified by the Texas Medical Board; the group presently operates five locations in San Antonio, and employs 15 pediatricians," Kotal said.

Modeled after the highly respected Texas Children's Hospital program in Houston, The Children's Hospital of San Antonio Primary Care has recruited highly acclaimed pediatricians with longstanding involvement in the community whose number one goal is to provide the best in pediatric health care. By May 2015, 15 pediatricians had joined the group, and are expected to grow to more than 70 pediatric providers over the next two to five years. By July of 2016, the group will open two additional locations and will add four pediatricians, with potential to add an additional four within existing and new locations," Kotal said. Tejas Pediatrics, Children First Pediatrics, and Pediatrician Sky Izaddoost led the charge to develop the integrated network, becoming the first to join The Children's Hospital of San Antonio Primary Care. In conjunction with the development of The Children's Hospital of San Antonio Primary Care, affiliation agreements were also finalized in 2014 with CentroMed and Little Spurs Pediatric Urgent Care, providing families with 15 additional locations throughout the city where they can receive high level pediatric care.

The Children's Hospital of San Antonio Primary Care in Alamo Ranch, opened in November 2015 and provides high-quality care to the families of Alamo Ranch and Westover Hills. "The Children's Hospital of San Antonio's mission aligns with ours, that all children come first regardless of their ability to pay," CentroMed President/CEO Ernesto Gomez said in a May 2014 news release. "To give our children the best, we must work together. It escalates the medical care for our children in a way never done before." "Children before politics. Children before economics. That's always been my philosophy and it's what attracted me to The Children's Hospital of San Antonio Primary Care," said Dr. Juan Jose Ferreris, pediatrician with Children First Pediatrics who was appointed Medical Director of The Children's Hospital of San Antonio Primary Care.

The Children's Hospital of San Antonio Primary Care has implemented an integrated medical record system, accessible by all physicians in The Children's Hospital of San Antonio network, enabling pediatricians and pediatric specialists caring for a child to communicate, and know real-time what is happening with their health.

"There's nothing more frustrating for a parent than having to gather all the medical records, physician details, and all the paperwork when they are caring for a sick child," said Ferreris. "With this integrated system of care, parents can keep their focus on what is most important, their child."

Each pediatrician continues to practice with autonomous medical judgment, but works within a unified group that is integrated with The Children's Hospital of San Antonio," Kotal said.

Dr. Ferreris said The Children's Hospital of San Antonio Primary Care includes pediatricians located throughout the Northside of San Antonio, from the Alamo Ranch area across through the Medical Center and the Stone Oak area.

The clinics are directly connected via a common electronic medical record with the children's hospital specialists. Each of these physicians are a part of the CHRISTUS Connected Care Network.

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- Emergency Centers
- Specialty Care Centers
- Care Partners
- The Children's Hospital of San Antonio - Primary Care

For more information, visit
www.chofsa.org/network.



The Children's Hospital of San Antonio™

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Primary Care

Everything for our children.™

Your Neighborhood Pediatricians

The Children's Hospital of San Antonio Primary Care practices have board-certified pediatricians who are committed to doing everything for your children. Our multiple locations throughout San Antonio and the surrounding communities mean that there are doctors nearby who strive to provide your children with the highest level care as they grow. Plus, convenient online scheduling makes it easier than ever to ensure seamless care for your children. Our services include:

- Prenatal consultations
- Newborn care
- Well-child visits
- Illness diagnosis and treatment
- School and sports physicals
- Immunizations
- Specialty referrals

If you are a parent seeking a physician for your child, please visit www.chofsa.org/physiciangroup.



World-Class Doctors

The recruitment of nearly 150 pediatric specialists to The Children's Hospital of San Antonio has been called unprecedented and an undeniable success. Baylor College of Medicine, along with Texas Children's Hospital, entered into agreements with CHRISTUS in 2013 to provide The Children's Hospital of San Antonio with critical expertise, including Baylor College of Medicine's role of recruiting and employing physicians and faculty. "The recruitment of pediatric specialists to San Antonio, along with, now two, residency classes has greatly exceeded expectations," said Clinton D. Kotal, The Children's Hospital of San Antonio Vice President of Ambulatory Services and Network of Care. The economic impact of recruitment alone has created significant value to the San Antonio community. "We recruit only top quality medical providers who are dedicated to building The Children's Hospital of San Antonio into a resource for the entire city," Dr. Mark Gilger, Pediatrician In-Chief.

"As evidenced through the early recruitment success of faculty and residents, its apparent that Baylor College of Medicine is having a significant positive affect on the community, as new individuals and families are relocating to be a part of this new program," said Kotal. San Antonio City Manager Sheryl Sculley toured The Children's Hospital of San Antonio in March and was impressed by what she saw.

"The Children's Hospital of San Antonio is an economic generator for the City. The 1,200 employees will definitely contribute to the vibrancy of our downtown. These employees frequent our downtown establishments and some are even downtown residents," Sculley said.

"The world-class facility has already recruited some of the best talent in the world thanks to the partnership with Baylor College of Medicine. It will continue to help recruit talent to San Antonio as we compete with other hospitals across the nation for residents and other medical specialists," says John Bel, President of The Children's Hospital of San Antonio Foundation.

Tim C. Griffin, M.D., Section Chief for Pediatric Hematology/Oncology, joined The Children's Hospital of San Antonio in January 2014. "What is happening here is an absolutely unique situation. The facility, the faculty, and what we are trying to create has never been done on this scale in this time period. It is a massive, out-of-the-box opportunity," said Dr. Griffin.

Mark A. Wallace, President and CEO of Texas Children's Hospital in Houston, said that over the last three years, the growth of the Baylor College of Medicine faculty in San Antonio, and the expansion of individual clinical programs has been nothing short of remarkable.

Dr. Gilger said that characteristics that make The Children's Hospital of San Antonio physicians unique is that they are academic; non-for-profit and comprehensive.

Dr. Elumalai Appachi, M.B.B.S., Associate Professor of Pediatrics, Baylor College of Medicine and Section Chief, of The Children's Hospital of San Antonio Critical Care Services said he was first interested in working at The Children's Hospital of San Antonio when he found out about the ties to Baylor.

"When I came to look at the program I realized it is a once in a lifetime opportunity. It's like we are creating a brand new Hospital with highly trained physicians from across the country. Coming here to lead the PICU, gave me an opportunity that very few get to start something from the ground up," said Dr. Appachi.

our children have a new light in their life.

It's amazing what happens when you shine a light on children. That's what The Children's Hospital of San Antonio has done with their remarkable new downtown campus. They've created an environment of pediatric excellence unsurpassed in the region. A place dedicated to one thing and one thing only. The health and well being of our children. We couldn't be more proud to be part of this mission.

the **atkins** group



Pediatric Critical Care Services



PICU staff & patient

The Children's Hospital of San Antonio Pediatric Intensive Critical Care Services provides care and management of critically ill children from newborn to 18 years of age or older, if they require a specialty pediatric provider. The Pediatric Intermediate Care (PIMC) area has 40 private rooms, including 24 PICU beds and 16 PIMC beds and will be open very soon. LeAnn Vela, Interim Nursing Director of The Children's Hospital of San Antonio PICU, PIMC and Pediatric Transport Team, said the unit is staffed 24 hours a day, seven days a week, by in-house pediatric

physicians, as well as multiple pediatric residents, advanced practitioners, highly trained nurses, and respiratory therapists.

The unit includes nine pediatric physicians who are board certified in pediatrics, seven nurse practitioners, 47 registered nurses and respiratory therapists. The nursing staff strives for expertise in pediatric critical care. Dr. Elumalai Appachi, M.B.B.S., Associate Professor of Pediatrics, Baylor College of Medicine, Section Chief of The Children's Hospital of San Antonio Critical Care said, "We want to make sure they get kind, compassionate care for their children. They need to feel that when they are in The Children's Hospital of San Antonio they are getting top-notch, world-class care. They should feel that this is a home."

In 2014, the PICU served 1,200 patients; In 2015, the PICU served 1,300 patients. Common diagnoses include: congenital heart defects, brain malformations and brain

cancer, lung disease, meningitis, severe infections requiring life support, respiratory illness/failure, neurosurgical, titanium rib, spine/orthopedic, ENT, cardiac/congenital heart surgery, level III trauma, pediatric general surgery, endocrine emergencies, hematology/oncology, toxic ingestion and epilepsy. All rooms in the PICU are single-occupancy rooms with sleeping accommodations for the parent. The new unit incorporates a designated family space in all rooms to include a sleep area, work area, and bathroom/shower. Patients will also have access to a playroom located on the patient care floor. Patient-and family-centered care is important and embedded in the PICU standards of care. Technology available in the PICU includes ECMO (extracorporeal membrane oxygenation), therapeutic apheresis, continuous renal replacement therapy, neurally adjusted ventilator assist (NAVA) technology and 24/7 telemetry monitoring support. "When a patient's heart and lungs

are not working well, we put them on an ECMO machine until they are better. We are one of the Extracorporeal Life Support Organization (ELSO) Centers of Excellence for ECMO," said Dr. Appachi. Since I got here, nine children were treated with ECMO and all of them did remarkably well and went home. I feel very passionate about that program.

The provision of patient- and family-centered care places importance on the patient experience; therefore, teaching, safety, infection control, and discharge planning are emphasized to ensure a holistic approach to day-to-day care, Vela said.

Neonatal Intensive Care Unit

The 45-bed, Level IV Neonatal Intensive Care Unit (NICU) provides both intensive and intermediate care to critically ill infants requiring medical and/or surgical intervention. The department features 24-hour in-house physician coverage, including a neonatologist and a neonatal nurse practitioner.

A new NICU is under construction which will provide patients and families with 60 level IV NICU beds, 35 of those beds will be private patient rooms to allow parents to stay with their baby.

Dr. Sanjuanita Garza-Cox, FAAP, The Children's Hospital of San Antonio Chief of Staff, Assistant NICU Medical Director and NICU Transport Medical Director, said the transformation of The Children's Hospital of San Antonio is already improving pediatric care for San Antonio and beyond.

The NICU provides the highest level of care available, from neonatal dialysis and apheresis to titanium ribs. The unit's caring staff provides the most comprehensive, multidisciplinary care in the city.

The NICU admits about 700 babies every year, with about 70 percent of the patient population transported from facilities across South Texas. The average length of stay is about two weeks.

The NICU provides both intensive and intermediate care to critically ill infants requiring medical and/or surgical intervention. Common diagnoses include extreme prematurity, severe asphyxia, complex congenital heart disease, open neural tube defects, abdominal wall defects, and congenital diaphragmatic hernia.

The unit offers Extracorporeal Membrane Oxygenation (ECMO), and was designated a Center of Excellence by ELSO. The NICU offers a full complement of specialized care including therapists, child life, pastoral support and developmental specialists.

"If an infant requires follow-up services upon discharge, all services are available in the clinics located on The Children's Hospital of San Antonio campus, including the High Risk Developmental Clinic," said Crystal Stricklin, RN, NICU Nursing Director.

"Our subspecialty services and general pediatric care continue to expand their presence throughout our city, ensuring better and faster access to the care for our children."

When a baby is known to have non-survivable conditions, a dedicated, compassionate team is involved in supportive care of the entire family.

"The NICU embraces family-centered care, so every effort is made to keep the mom and baby together as much as possible."



Neonatal Intensive Care Unit medical team

THE MEDICAL TEAM INCLUDES:

- Medical Director: Maria Pierce, MD
- Neonatal Palliative Care Director: Katherine Brandt, MD
- Neonatal Transport Director: Sanjuanita Garza-Cox, MD
- Neonatal ECMO Director: Cody Henderson, MD
- Neonatal Cardiac Director: George Powers, MD
- Neonatal Research Director: Kaashif Ahmad, MD
- Neonatal Quality Director: Blanca Molina, MD

THE SUPPORT STAFF INCLUDES:

- Neonatal Nurses
- Pediatric Pharmacist
- Neonatal Respiratory Therapist
- Occupational and Physical

THERAPIST:

- Pediatric Nutritionist
- Lactation Consultant
- Case Management
- Social Work Services
- Spiritual Care Services

H-E-B Emergency Department



ER Team

The Children's Hospital of San Antonio's H-E-B Emergency Department is a busy place of healing for more than 65,000 patients per year. The transformation is well on its way to tripling capacity to 52 private rooms and 30,000 square feet.

"The Children's Hospital of San Antonio's Emergency Department is the largest pediatric Emergency Department in the city and one of the largest across the nation," said Dr. Kristine Rittichier, Section Head of The Children's Hospital of San Antonio Emergency Services.

H-E-B donated \$5 million toward the emergency department.

"It is a blessing to open the new spacious additions in the heart of downtown San Antonio. They will serve our children and their families well for many years to come," Elias Neujahr, President of The Children's Hospital of San Antonio, said during a February 2015 grand opening and blessing ceremony of phase one of the emergency department, as well as an outpatient testing center, known as KidSTOP.

"Our H-E-B Emergency Department and KidSTOP locations are usually the very first experience children, and their families, have in a hospital setting," he said. "We want to make sure the patient's experience is as pleasant as possible, in a fully focused, family-centered environment with our team of pediatric experts caring for them."

The newly transformed Emergency Department features distinctive soundproof flooring, ambient lighting with soothing decorative colors, state-of-the-art trauma and resuscitation equipment, radiology and imaging suites within the department and dedicated elevators that lead directly to the hospital's operating rooms.

"H-E-B's commitment to the health and wellness of Texas children is unwavering," said Winell Herron, H-E-B Group Vice President of Public Affairs, Diversity and Environmental Affairs. "H-E-B is honored to support a state-of-the-art emergency department that will serve as the primary destination for children in medical need throughout San Antonio, South Texas, and beyond."

When patients enter the emergency department, they are immediately greeted by nursing staff who conduct a rapid triage of the patient, asking basic questions and making a visual assessment that includes checking for breathing, color and other basic health markers. In most cases, it takes minutes for sick children to see a pediatric physician or advanced practice pediatric provider.

"Our ability to care for children in any emergency situation is key to building a world-class children's hospital," said Children's Hospital of San Antonio Pediatrician-in-Chief Mark Gilger, M.D.

About 23 physicians with pediatric and emergency training and

experience, 13 advanced practice providers and 75 nurses treat pediatric patients for everything from ear infections to Level III Trauma. The Children's Hospital of San Antonio was designated in April 2014 as a Level III Trauma Center by the Texas Department of State Health Services (TDSHS), and is one of two pediatric stand-alone facilities in Texas to receive the Level III designation. Only seven pediatric standalone facilities in the state have a trauma designation. With the Level III designation, The Children's Hospital of San Antonio provides resuscitation, stabilization and assessment of injury victims, and in the majority of cases, provides definitive management and care of the pediatric victim.

The top five reasons for emergency department visits at The Children's Hospital of San Antonio include: injury, fever, seizure, wheezing with asthma, and abdominal pain.

"What sets us apart from urgent care centers and other emergency rooms is that our emergency department offers any subspecialty a patient could need. We are trained to treat kids," said Dr. Rittichier. "At other emergency departments, their focus isn't only on children, it's on adults as well."

Dr. Rittichier said that the Emergency Department's primary goal is to provide a consistently excellent level of care for the children in San Antonio and beyond.



Trauma Room in the ER

The Heart Center

Heart Center Team & patient



When a child has a heart problem, it's often due to a birth defect. That means infants and children with heart problems have distinct medical needs requiring critical specialized pediatric care in a hospital that's just right for them with physicians, nurses, and staff who are specialized experts.

The Heart Center at The Children's Hospital of San Antonio features specialists in cardiology, cardiovascular surgery, fetal echocardiography, anesthesiology, perfusion, and neonatal and pediatric intensive care, all of whom collaborate to create an individualized treatment plan for patients.

"A multidisciplinary approach is critical to patient success at any pediatric Heart Center," said Dr. M. Ali Mumtaz, Professor of Pediatrics Baylor College of Medicine and Chief of Cardiothoracic Surgery. "You need a variety of specialists to provide different pieces of the puzzle of each case. Our team works together at the bedside every day."

"We've recruited some very talented specialists, more than 150 from around the country," said Elias Neujahr, President of The Children's Hospital of San Antonio.

"There are a number of specialties where we have invested in some depth — pediatric cardiology being one example," Neujahr said. "These physicians are highly coveted across the country. They are renowned experts who are choosing to come here because they want to make a profound difference."

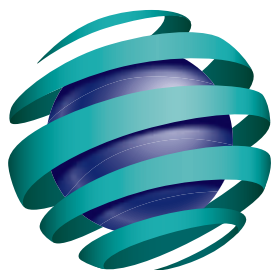
The Heart Center at The Children's Hospital of San Antonio provides comprehensive care to children with heart problems. An integrated group of specialists bring together a multidisciplinary approach from many specialties to care for children with heart defects. Together, The Children's Hospital of San Antonio team strives to provide the best of care to all patients.

Because the Heart Center's philosophy is to have all care providers within the program work together to achieve outstanding results, genuine collaboration happens among the cardiology team, cardiothoracic surgeons, anesthesiologists, pediatric perfusionists, neonatal and pediatric intensive care specialists, and nurses. The groups work in concert to treat a child throughout hospitalization and beyond. Each of the specialties include cardiac specialists who provide coverage and specialty care 24 hours a day.

Jillian Stewart, Practice Administrator of Cardiac Services said The Children's Hospital of San Antonio's Heart program is comprised of a cardiology clinic, non-invasive imaging which includes EKG, Echocardiograms, and Cardiac MRI, Interventional cardiology including interventional and diagnostic catheterizations, and electrophysiology. The Center provides stress testing, an Adult Congenital Program, and CT Surgery.

Some of the specialized features include:

- Dedicated Cardiac Surgery Operating Room with its own team of specialized nurses and assistants.
- Dedicated Cardiac Surgical Intensive Care area in the PICU.
- Dedicated Neonatal and Pediatric teams available 24 hours a day to transport critically ill newborns and children.
- A Cardiac Cath Lab specially designed for children.
- Expert coordination with highly skilled Neonatal Intensive Care and other pediatric units.
- Specially trained cardiac teams in Neonatal Intensive Care Unit & Pediatric Intensive Care Unit.
- Cardiac ECHO lab accredited by the International Commission for the Accreditation of Echocardiography Laboratories (ICAEL).
- Some of the conditions The Children's Hospital of San Antonio treats include:
 - Ventricular septal defect
 - Atrial septal defect
 - Coarctation of the Aorta



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The Cancer and Blood Disorders Center

The Cancer and Blood Disorders Center at The Children's Hospital of San Antonio provides state-of-the-art treatment in one location for children and adolescents suffering from cancer, blood, or immune system disorders.

The department offers a comprehensive blood disorders program that cares for a variety of blood disorders that a child might experience.

"The Children's Hospital of San Antonio's program is very comprehensive. We are starting a Blood and Marrow Transplant Program so that we will have every service that every child with a blood disorder or cancer might need," said Tim C. Griffin, M.D., Section Chief for Pediatric Hematology/Oncology,

joined The Children's Hospital of San Antonio in January 2014.

The Cancer and Blood Disorders Center treats 50 new cancer diagnoses patients a year and 400 patients with various blood disorders in consultation.

"Many don't need a place like The Children's Hospital, but it's like insurance. You hope you don't need it, but when a child has a serious medical problem you want the comfort of a place that can take care of him or her," Dr. Griffin said.

The Children's Hospital of San Antonio's patients have access to ancillary services and other pediatric subspecialties within The Children's Hospital of San Antonio and the David Christopher Goldsbury Center for Children and Families.

"We really have a diverse group," Dr. Griffin said.

The Children's Hospital of San Antonio's Cancer and Blood Disorders team includes a total of seven doctors and three nurse practitioners. Patients also benefit



7th floor blessing

from The Children's Hospital of San Antonio's multidisciplinary team that includes board certified pediatric hematologists/oncologists, immunologists, and surgeons, as well as specialty-trained pediatric nurse practitioners, nurses, psychologists, geneticists, social workers, Child Life specialists, chaplains, and nurse case managers.

The Children's Hospital of San Antonio's team works in unison with

Baylor College of Medicine to train and educate the next generation of pediatric hematologists/oncologists and pediatricians.

Patients get treatment close to home.

"Why would you take your child 200 to 300 miles away when they can get care right here? We now have the capabilities and expertise, right here in San Antonio," Dr. Griffin said.

The Center is comprised of:

- Inpatient and Outpatient Unit
- On-site Admitting Office
- Outpatient Laboratory
- Dedicated Pediatric Specialty Pharmacy

Harvey E. Najim Blood and Marrow Transplant Center

From the time a patient walks in The Children's Hospital of San Antonio Blood and Marrow Transplant Center until they leave, patients and their families can expect "the highest quality and efficient care, guided by the best available published evidence, provided by experienced, compassionate staff from multiple disciplines, in a family-centered approach," said Veronica H. Jude, M.D., Medical Director of the Children's Hospital of San Antonio's Blood and Marrow Transplant Center.

"The mission of the BMT Center is to provide innovative and individualized patient-and

family-centered care for pediatric and young adult blood and marrow transplant patients through a multidisciplinary team approach," said Dr. Jude.

The Outpatient BMT Center opened on March 23, 2016 offering post-transplant care to pediatric and young adult patients who have previously received a blood or marrow stem cell transplant. BMT consultations and treatments will begin this summer.

Services include diagnosis and management of graft-versus-host disease (GVHD), survivorship care with focus on identifying, preventing

and treating late effects from BMT, and comprehensive pediatric specialty care in one location.

The BMT Center will perform autologous and allogeneic blood and marrow stem cell transplants for pediatric and young adult patients with cancer and blood disorders such as Thalassemia, bone marrow failure, and immune deficiencies. This includes apheresis and bone marrow harvest for stem cell collections. Extra-corporeal photopheresis for treatment of chronic graft versus host disease (GVHD) will also be available as part of a comprehensive chronic GVHD Clinic.

The Children's Hospital of San Antonio's BMT Center is unique because it is part of the first and only freestanding children's hospital in San Antonio with comprehensive pediatric subspecialists available on the same campus.

"This allows efficient and convenient access to care during all phases of a blood and marrow transplant," said Dr. Jude. "Additionally, we will have a Ronald McDonald House within our Hospital campus that will accommodate out of town patients and families during the transplant process; this is in alignment with our family centered approach to care."

"We aspire to be a national leader in applying best available evidence to the practice of pediatric blood and marrow transplantation."



BMT Center Exam Room



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Spinal and Thoracic Treatment and Research (STTAR) Center

The Children's Hospital of San Antonio Spinal and Thoracic Treatment and Research (STTAR) Center is a multi-specialty program whose mission is to deliver the most advanced and comprehensive care to patients with thoracic insufficiency syndrome and other chest wall and spine disorders.

James W. Simmons, DO, PhD, MBA, has served as The Children's Hospital of San Antonio's Medical Director for the Spinal and Thoracic Treatment and Research Center since 2008. His duties include reviewing health histories and performing physical examinations on patients being considered for inclusion in the STTAR Center's titanium rib program, reviewing appropriateness and quality of medical care provided to patients, participating in case conferences, direct research, and providing clinical direction to a core team including physicians, nurses, and allied health professionals.

Simmons said "the use of the Titanium Rib allows the child's chest and spine to expand allowing the lungs to grow. The Centers' goal is to extend the life expectancy of medically complex patients and improve their quality of life. The lungs grow big enough to support them into adulthood," Simmons said.

"Any of these children can live normal lives with treatment; however, there are children that have a limited life span related to their underlying condition."

Simmons explained that spine and chest wall disorders affect not only a child's musculoskeletal system but also may affect their cardiovascular system, respiratory system, digestive system, and urinary system.

As a multi-specialty team, the STTAR Center is able to focus on the whole child and provide appropriate treatment options and recommendations. The STTAR Center's core medical team includes eight physicians, two physician assistants and two registered nurses. In addition to the medical team, the STTAR Center's support staff includes an administrative director, an administrative coordinator, and a revenue cycle educator. All physicians are board certified in their area of specialty including orthopedics, general surgery, and pulmonary medicine.

The team's support staff also has a combined 40 years of experience in health care, Simmons said. The STTAR Center's patients include medically complex children who require the expertise of multiple specialties including, but not limited to, cardiology, genetics, endocrinology, gastroenterology, plastic surgery, neurosurgery, orthopedic surgery, and urology. "The transformation of The Children's Hospital of San Antonio has provided greater access to the experience and expertise needed by our patient population.

Greater collaborative efforts in both treatment and research have increased as a result of the transformation and partnership with the Baylor College of Medicine," Simmons said. "For children and their families, the transformation has created a better inpatient experience by creating larger, private hospital rooms and improving the overall ambiance of each unit with the use of vibrant colors. The transformation and partnership with the Baylor College of Medicine has also led to greater collaborative efforts in research with an overall goal is to improve patient care." Special technology available in the STTAR Center includes the Vertical Expandable Prosthetic Titanium Rib (VEPTR) and the Magnetic Expansion Control (MAGEC) device. Other technology available includes state-of-the-art equipment which allows physicians to access CT scans with 3D reconstruction, computer assisted and intra-operative navigation of surgical instruments, as well as dynamic MRI imaging. The STTAR Center also has access to the use of 3D printing of an individual patient's spine model to aid in treatment planning.

"At the STTAR Center we have treated patients from around the world," Simmons said. The STTAR Center has treated more than 700 children in the 27 years since the Titanium Rib Program was started at The Children's Hospital

of San Antonio when the Vertical Expandable Prosthetic Titanium Rib (VEPTR) was invented by two surgeons at The Children's Hospital of San Antonio. Children with Thoracic Insufficiency Syndrome as well as other disorders such as Jeune Syndrome, Jarcho-Levine Syndrome, Scoliosis, Spina Bifida, Spinal Muscular Atrophy, and Achondroplasia are referred to the STTAR Center from around the State of Texas and the nation for treatment due to the specialized treatment options available. "Families trust the STTAR Center for their children's health care needs because of the individual attention that each patient and family receives by the Center's staff and medical team from the initial point of contact throughout each hospital stay," Simmons said. "Families also trust the experience and expertise of The Children's Hospital of San Antonio's staff in each department they come in contact with at each visit to include radiology, environmental services, cardiopulmonary, food and nutrition, nursing, and more.

The Children's Hospital of San Antonio's STTAR Center offers the life-changing Titanium Rib Program.

More than 700 children have been treated by the Titanium Rib Program; the Vertical Expandable Prosthetic Titanium Rib (VEPTR) was invented by two surgeons at the then Santa Rosa Children's Hospital. When the Titanium Rib was created in 1989 to help combat Thoracic Insufficiency Syndrome in children, it signaled a revolutionary health care advancement, said James W. Simmons, DO, PhD, MBA, who has served as The Children's Hospital of San Antonio Medical Director for the Spinal and Thoracic Treatment and Research Center since 2008. The Rib program is now offered at The Children's Hospital of San Antonio Spinal and Thoracic Treatment and Research Center (STTAR) Center, a multi-specialty program whose mission is to

deliver the most advanced and comprehensive care to patients with thoracic insufficiency syndrome and other chest wall and spine disorders. Thoracic Insufficiency is the inability of the thorax to support normal respiration or lung growth. If not treated, the child's lungs will not develop normally, in essence the child will outgrow their lungs. If not treated, the child is susceptible to additional health problems and may not live a normal life. Before the Titanium Rib, alternative treatments existed; however, the child might have needed several surgeries and a normal adulthood was not guaranteed. The first rib was designed to help a child as a last hope and has been adapted throughout the years to help many people. The importance of the Titanium Rib can only truly be measured in its impact on the families we have served through the years, said Simmons. Because of this advancement, children who were never expected to survive due to their underlying conditions are not only surviving, but are thriving. Simmons said the results are life changing, and in some cases life-saving. It is difficult to measure the

look on a parent's face when they see their previously vent-dependent child take his first breath without the aid of mechanical ventilation or the gratitude shared by a parent when they forward a high school graduation invitation for their child who was never expected to survive infancy, Simmons said. The Titanium Rib transforms lives.



Vertical Expandable Prosthetic Titanium Rib (VEPTR)

For additional information about the history of the Titanium Rib, visit CHofSA.org/sttar

The Voelcker Clinical Research Center



Voelcker Clinical Research Center blessing

Researchers at the Center partner with Baylor College of Medicine, ranked No.1 in the state of Texas for National Institutes of Health funding, to make major leaps in treatment, said Vivienne Marshall, PhD., Director of Clinical Research at The Children's Hospital of San Antonio and CHRISTUS Santa Rosa Health System. The Center underwent an extensive physical transformation. Renovation included the installation of a new air handling system, a new emergency generator, new millwork and furniture, reconditioning/recovering furniture, installation of laboratory benches and cabinetry, new floors, and paint. New equipment was installed to provide functionality. The cost of the emergency generator and all equipment was funded by a generous gift from the Max and Minnie Tomerlin Voelcker Fund. The Center occupies 11,200 square feet in a standalone one-story building.

The Voelcker Clinical Research Center Includes:

- Four large patient exam/treatment rooms
- A multi-purpose patient triage room
- Two patient consultation rooms
- Three laboratories

There are currently four dedicated Associates at the VCRC including the Director, two research nurse coordinators, and a clinical research administrator. The Center also has a Medical Director, Dr. Charles Leach, and an Associate Medical Director, Dr. Utpal Bhalala. Associates work to support 37 investigators at The Children's Hospital of San Antonio. These 37 investigators are conducting 92 research studies. Of these, 36 studies are children's cancer studies. Other main areas of research are: Neurology led by Dr. Yu-Tze Ng; infectious diseases led by Drs. Jonathan Crews and Luis Castagnini; and Neonatology led by Drs. Maria Pierce, Kaashif Ahmad, and George Powers.

"The incredible growth of research over the past 18 months highlights the enthusiasm of The Children's Hospital of San Antonio physicians to find the best treatments for our children, and has been very exciting," Marshall said.

"I'm here because I love the mission, and the people. I also love research, and am honored to have the opportunity to build and expand research to support improvements in care and treatment for our patients to do everything we can for our children. Research at The Children's Hospital of San Antonio is driven and supported by our academic partnership with Baylor College of Medicine," Marshall said.

"We conduct research to find the best care, practice, device or medication that can save a life, or improve the outcomes for the children we care for," Marshall said the best and the brightest physicians want to participate in research so they can provide leading edge care and treatments, establishing The Children's Hospital of San Antonio as a national top-tier Children's Hospital. But not all research is about finding a cure. Sometimes it is about understanding the onset or progression of a disease or condition so that we can seek a cure or better treatment in the future. Many medical treatments and pharmaceutical drugs that are used today have resulted from past clinical research. Marshall said the research done now will provide cures and treatment for diseases and conditions in the future.

The Max and Minnie Research we do now will provide cures and treatments for diseases and conditions in the future. Max and Minnie Tomerlin Voelcker's gift funded two pilot awards to Dr. Jonathan Crews and Dr. Manoj Nepal. Each physician was awarded \$10,000 for their research studies. Dr. Crews is researching

Clostridium Difficile. C-Diff is an organism that naturally occurs in the stomach, but if it becomes unregulated, or starts growing out of control, it can cause multiple gastric problems. Dr. Kaashif Ahmad is leading a study of the Omegaven nutritional supplement in the Neonatal Intensive Care Unit (NICU). Marshall said research is a part of many hospital services.

The Children's Hospital of San Antonio is a designated member of the Children's Oncology Group. Thirty of the 50 active studies are related to pediatric cancer. These protocols help physicians understand and improve outcomes for patients and their families. Dr. Griffin leads a very strong children's cancer team that participates in national studies to monitor treatment strategies and new drugs to improve patient outcomes. Marshall said. And Dr. Ng is leading research studies with new drugs for the treatment of epilepsy and childhood seizures.

Additional Research Studies Include:

- Participation in an international study of the resistance, prescribing and efficacy of antibiotics among children. Led by Dr. Luis Castagnini, teams are establishing the use of antibiotics and comparing the prevalence and usage levels of each antibiotic to other hospitals across the nation.
- Physicians are studying brand new antibiotics, the role of genetics in childhood cancers, and making advancements to the Spinal and Thoracic Treatment and Research Center (Titanium Rib program).
- Participation in a national study to learn more about how Type 1 Diabetes develops and how to prevent it.



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