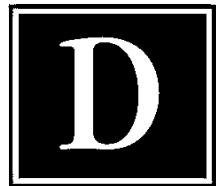


**885 +/- Acres
Commercial and Residential
Highway 90 and SH 211
San Antonio, Texas**



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885 +/- Acres Briggs Ranch



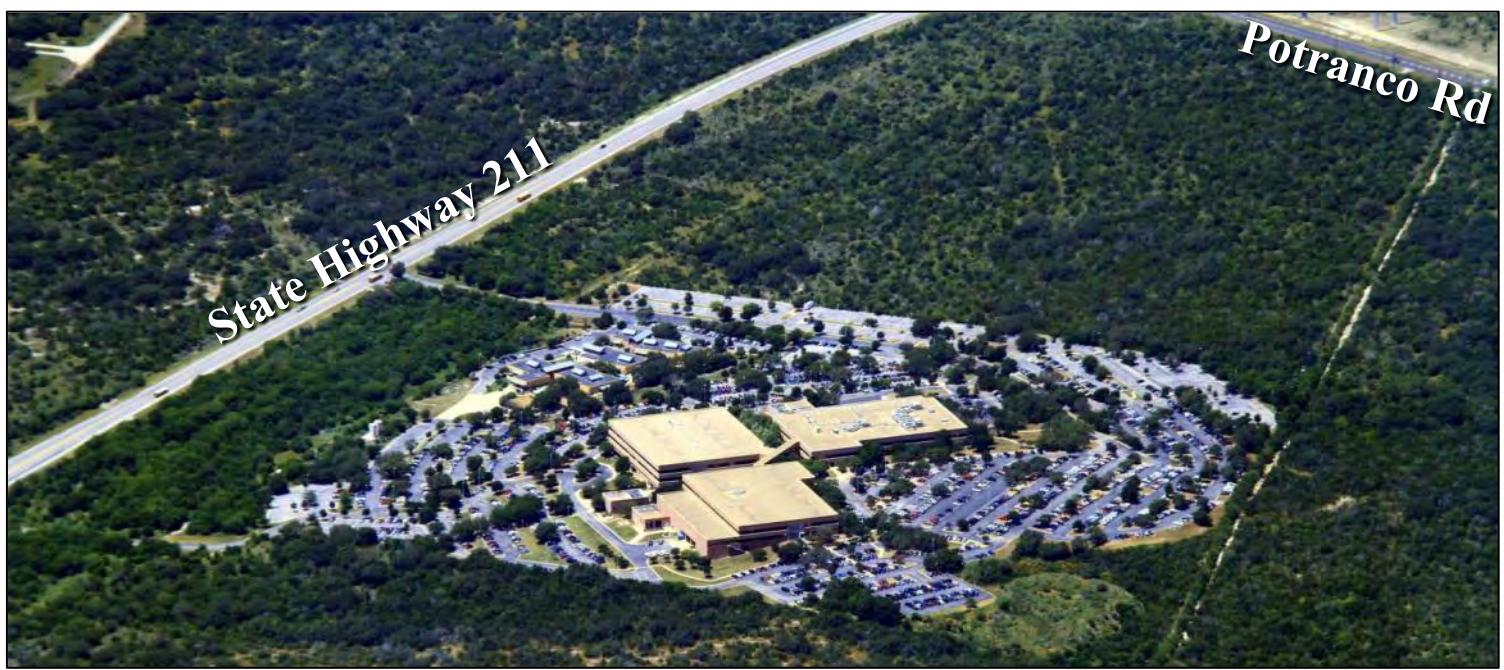
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- Out of city limits - San Antonio ETJ
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- Located close to Citi Corp, Texas Research Park, Lackland AFB, & Port SA
- Forbes ranks San Antonio No. 13 in Forbes' "Best Place for Business & Careers" list
- SA economy leading the way, ranks No. 3 in Texas, No. 11 in the nation

For more information please contact Deborah Bauer or Travis Bauer

210.402.6363

deborah@drakecommercial.com – travis@drakecommercial.com

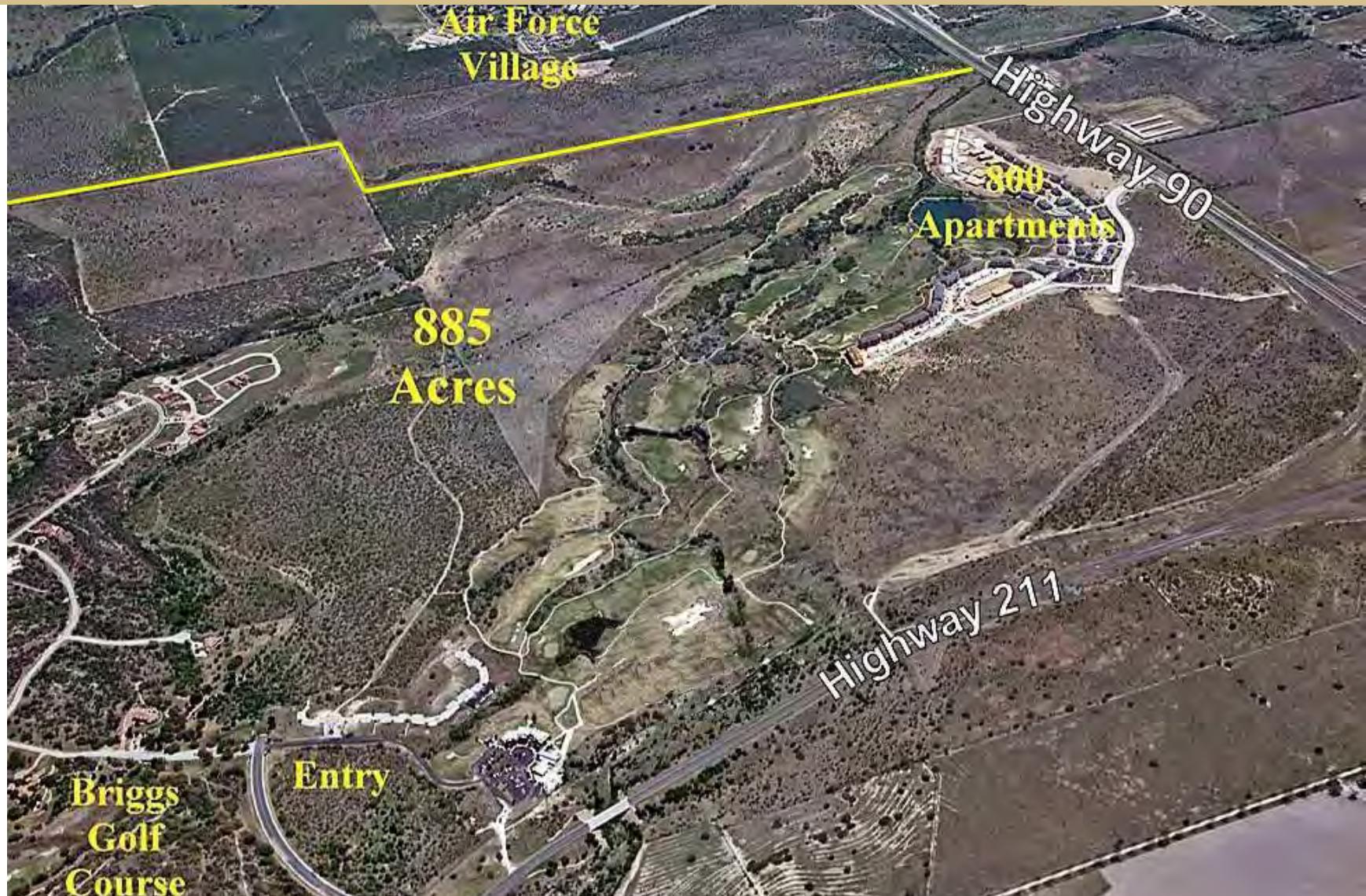
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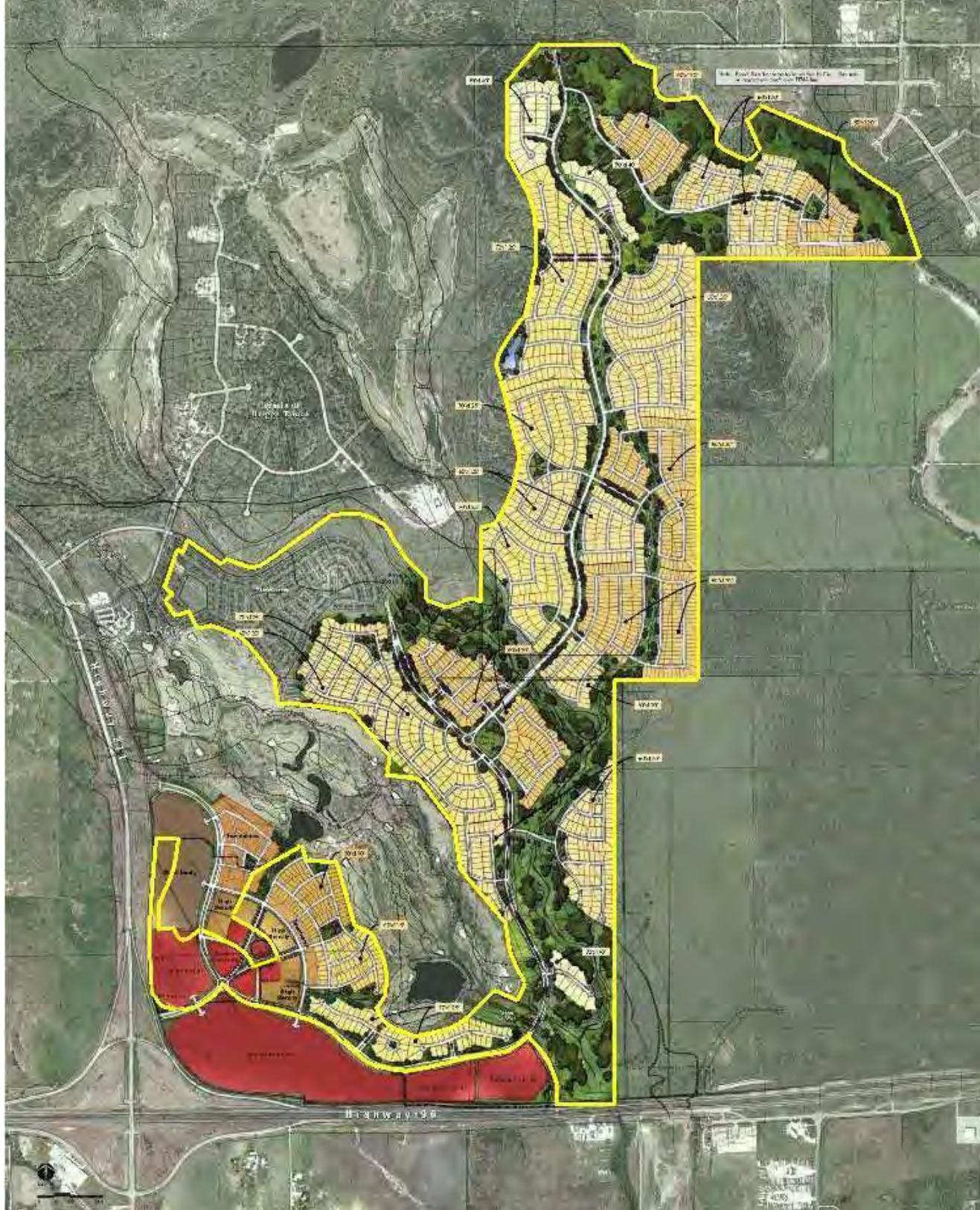
TX Research Pkwy



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Katie Burke

Reporter- *San Antonio Business Journal*

May 13, 2015, 10:32am CDT **UPDATED:** May 13, 2015, 11:46am CDT

San Antonio real estate fund buys 880-acre master-planned community

San Antonio-based Brass Real Estate Funds and master-planned community developer Convergence Communities have partnered again to buy more than 880 acres on the western outskirts of Loop 1604.

Cornered by Texas 211 and US 90, the contiguous plot of land is the future site of a master-planned community, the details for which are in the preliminary stages. Brass Real Estate Funds initially came across the site but — based on the size, timing and complexity of the development — decided a partnership with Convergence Communities, a developer it has worked with in the past, would be the best way to go. While there is still plenty of ironing out to do, the two firms are looking to build a community with homes ranging from \$230,000 to nearly \$700,000. It would include a variety of living options, including single-family residences and apartments, supplemented by retail and office space. The community will be near the Briggs Ranch Golf Club, with the recently renovated Golf Club of Texas snuggling the southern area of the parcel.

"The development of this land is key to the continued economic growth, stability and overall enhancement of the quality of life in the San Antonio area," [Rick Rodriguez](#), CEO and founder of Brass Real Estate Funds, said in the sale's announcement. Convergence Communities, which was developed back in 2002, has mainly been working in the Delaware area, making this project its first introduction to San Antonio.



Katie Burke

Reporter- *San Antonio Business Journal*

SUBSCRIBER CONTENT: May 22, 2015, 5:00am CDT

West San Antonio is becoming the new land of opportunity

For the past few decades, many viewed the West Side as a wide expanse of open land devoid of a compelling draw. And, to be sure, it was that for a long time. Until now.

Bit by bit, developers are seeing the open land as San Antonio's next area of opportunity. Brass Real Estate Funds, in partnership with Convergence Communities, will be the latest.

The two recently purchased 880 acres of land bordered by Texas Highway 211 and US 90 — a contiguous plot of land that will serve as the future site of a master-planned community. They purchased the tracts from an owners represented by [Deborah Bauer](#) of **Drake Commercial Group**, who, for the past nine years, has been working to sell bits and pieces of the land, which initially spanned about 1,100 acres.

"This sale is a significant part of the West Side's development, and it is very exciting to see the market has come back," Bauer said. "the residential price range is climbing, and we're seeing success in the marketplace with homes priced at \$275,000 and above."

The proposed master-plan community, which will sit near the Briggs Ranch Golf Course, will fit into the price range perfectly. The two firms are looking to build homes priced in the \$230,000 to \$700,000 range. Plans are currently being finalized, but the community will likely include an estimated 2,000 to 3,000 single-family homes and multiple apartment structures — adding up to about 600 to 900 units.

[Rick Rodriguez](#), the CEO and founder of Brass Real Estate Funds, said construction for the community will start in about a year, and that it will be "at the higher end of the market."

"We're hoping to grow in residential, and (in addition to the 880 acres) have owned land already out there for multifamily that we had bought many years ago," he said, adding that the firm had been sitting on that land until the golf course opened. "This is where all of the growth is, and when you drive out in that direction, the majority of new lots and houses are moving out in that direction."

You know what they say about retail following rooftops. Bauer said that with all of the housing activity in the area, we should see commercial activity come to fruition soon.

So what's on the short list?

"We would love to see some sort of home improvement store, grocer, gas station, restaurants, drive thrus, medical centers, banks ... there is a tremendous need for this area but it just hasn't secured those commercial users as of yet."

Rodriguez agrees. He added that he is working with some retail developers now and that he is in the planning stages for retail adjacent to the 880-acre site. Along with the space available within the community, Bauer said there is still about 93 acres left that she is marketing to those commercial users.

While it is still too early to tell which tenants will be filling the retail component of the community, Rodriguez said that "it's not a matter of if there is going to be retail, it is a matter of who."

GOLF

Golf Club of Texas springs into action

By Tim Price FOR THE EXPRESS-NEWS

A bright December day is coming to a close near the far western edge of San Antonio, and David Doguet is taking advantage of the outdoors even if he's not in a deer blind.

Doguet harvests grass, not venison, and he's spent the past few weeks in a bulldozer paving the way for new sod at Golf Club of Texas.

The course that opened in 1999 with Lee Trevino as a co-designer had been sitting idle, and growing weeds, for a year before Doguet and a few other business partners decided to buy the land from the original developer. The sale closed in November, and Doguet thinks the course can reopen for public play for nine holes by March. The full 18 could come as early as April, though May might be more realistic.

"That's an aggressive schedule, but we're a hands-on ownership group," said Doguet, owner of a turf farm near Poteet. "This course has been really good — the bones of a good golf course have always been here — but in the past five or six years, it's come into disrepair."

"There's a ton of changes. The people who played it before will see it has been redone quite a bit."

Doguet, though, admits the basic routing has remained the same. Even the same architect who originally served as lead designer at Golf Club of Texas, Austin-based Roy Bechtol, has been secured to tweak the layout here and there. Perhaps the only noticeable feature that has changed at first glance is the flip-flopping of nines; the front nine is now the back nine.

"But we've done enough here that I think there will be 10 holes that will really surprise people," Doguet said. "Better tee locations on some holes, every bunker has been redone, reshaped, and we've removed some and found better spots for new ones. Several greens were reshaped, and water has been added on a couple of holes. The practice facility has a short-game area and is twice the size it was."

Doguet said redesign costs will exceed \$3.5 million.

One of Doguet's business partners, Tom Bevans, will oversee management of Golf Club of Texas. Bevans is a principal of Outlaw Golf Group that operates The Club at ConCan in Uvalde County. Doguet said Bevans will set a green-fee rate that will be "competitive" with other courses in the area.

Representatives of the original owner, Gil Hodge, believe the new group has revitalized the original plan. Hodge closed Golf Club of Texas when he relinquished his golf-course holdings last year; he also sold adjacent Briggs Ranch Golf Club.

"Between the 800-unit apartment-home development that's leasing right now and what is essentially a new golf course, there's a lot more energy being generated out here as we get ready for retail development as well," Briggs Ranch Realty president Carter Speer said. "When the course is completely ready by May, it probably will be considered one of the best public facilities for golf in the state of Texas, especially with the shape and condition we all expect it to be in."

The condition of the golf course, and the ability to keep costs down and allow the operators to set green fees, will be dictated by the success of Zoysia grass that's being used. It might be somewhat of a gamble for Zoysia instead of the proven use of Bermuda, though Doguet is

"It is, to my knowledge, the first course in the state or anywhere to use strains of Zoysia grass throughout, even on the putting surfaces," he said. "I've grown every Bermuda there is, yet to find a grass that will give us lower maintenance, lower water use, lower fertilizer use and even less mowing, for that turf quality the only species that can do that is Zoysia."

Doguet's turf farm in Poteet is supplying the developers of the Summer Olympic Games golf course in Brazil with Zoysia. He said other courses in development that plan to use significant amounts of Zoysia include the Tiger Woods-designed course at Bluejack National in Montgomery County north of Houston and the Trinity Forest Golf Club in Dallas that will become the host of the PGA Tour's Byron Nelson Classic.

"This is a new concept in Texas for sure, using Zoysia on the greens," Doguet said. "This Zoysia is just two years old, but it has been used at some courses in the Carolinas with success. On the greens, Zoysia is easy to manage. There are very few ball marks, and we don't see the grain that Bermuda has."

"You mow Bermuda fairways three to four times a week, and with Zoysia we'll mow once, maybe twice. And still, this is all about high quality." sports@express-news.net



David Doguet, president of Bladerunner Farms in Poteet, oversees the laying down of Zoysia grass at Golf Club of Texas, of which he is part owner.

Bob Owen / San Antonio Express-News



Bob Owen / San Antonio Express-News

Golf Club of Texas part-owner David Doguet (center) said redesign costs at the course will exceed \$3.5 million. He hopes the course can reopen for public play by March.

Publication: San Antonio Express; Date: May 2, 2014; Section: Business/Obituaries; Page: B1

Expansion may be in the wings for Gore Design aircraft refitters

By Patrick Danner STAFF WRITER

Gore Design Completions Ltd., which designs and installs posh custom interiors for large aircraft, may be getting ready to embark on a significant expansion.

The arrival of new business

— including completion work on two Boeing 787 Dreamliners — since a change in Gore Design's ownership last year may result in the construction of at least one hangar near its existing hangar at Port San Antonio, three sources familiar with the company said.

One of the sources — who asked to remain anonymous because the individuals weren't authorized to discuss the company's plans — said Gore Design aims to build two hangars, which combined would be about the same size of its existing 231,000-square-foot hangar.

The company also intends to increase its workforce from about 600 to 1,000 people next year, the source said.

Joe Barrett, Gore Design's director of sales and marketing, said the company previously had disclosed plans to expand. But he indicated there was nothing definitive yet.

"I'm going to have to no-comment on that," Barrett said when asked about plans to build at least one hangar. "We do plan on having expansion and we do plan on having more work. How many people and when that's going to happen, that's hard to say."

Gore Design has been under new ownership for about a year. The company was acquired by MAZ Aviation, a Saudi firm, for an undisclosed price last May.

MAZ purchased Gore Design following a nasty feud between company founder Jerry L. Gore and its CEO, Katherine Gore Walters.

The dispute between the Gores, who previously had been married, spilled into court and led to the company's sale.

In an interview with the San Antonio Express-News in November, Mohammed Alzeer, MAZ's majority shareholder and Gore Design's general partner, said the new ownership team envisioned building Gore into a worldwide company.

Paco Felici, a Port San Antonio spokesman, said he would not comment on any specific projects at the port. However, he said the port hasn't issued any construction permits or the like to Gore Design.

Gore Design is well-known in the high-end, aircraft-modification business. It typically does work on jets for foreign heads of state and other dignitaries. Last fall, it won an international competition to perform completion work on the two Boeing 787 Dreamliners.

He declined to disclose the value of the contracts, but said completion work on a wide-body jet can range from \$120 million to \$150 million.

The Dreamliner and Airbus A350 represent the future of the aviation industry that Gore Design wants to capture, Alzeer said in the November interview. He added the company was planning to hire 200 to 250 workers over the next two years.

MAZ Aviation is a Riyadh-based company that manages aircraft refurbishments.

On its website, Gore Design reports it will have an "exciting announcement" at the European Business Aviation Convention & Exhibition later this month in Geneva, Switzerland.

Barrett wouldn't disclose what the announcement will be, but one of the sources interviewed by the Express-News said Gore Design will unveil a new name at the event.

State corporate records show company officials registered the name Mazav Management LLC last month. It couldn't be determined if that will be Gore Design's new name, though.

Jerry Gore, the company's founder, panned any plan to change the company's name.

"I think it would be a dumb move on their part," Gore said. "It took us 30 years to build that brand."

pdanner@express-news.net Staff Writer Scott Huddleston contributed to this report.



Courtesy photo

Gore Design Completions Ltd. currently has a 231,000-square-foot hangar at Port San Antonio. Sources familiar with the company say it plans to add at least one hangar there to handle the arrival of new business.

GOLF

Golf Club of Texas springs into action

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Information About Brokerage Services

Before working with a real estate broker, you should know that the duties of a broker depend on whom the broker represents. If you are a prospective seller or landlord (owner) or a prospective buyer or tenant (buyer), you should know that the broker who lists the property for sale or lease is the owner's agent. A broker who acts as a subagent represents the owner in cooperation with the listing broker. A broker who acts as a buyer's agent represents the buyer. A broker may act as an intermediary between the parties if the parties consent in writing. A broker can assist you in locating a property, preparing a contract or lease, or obtaining financing without representing you. A broker is obligated by law to treat you honestly.

IF THE BROKER REPRESENTS THE OWNER:

The broker becomes the owner's agent by entering into an agreement with the owner, usually through a written listing agreement, or by agreeing to act as a subagent by accepting an offer of subagency from the listing broker. A subagent may work in a different real estate office. A listing broker or subagent can assist the buyer but does not represent the buyer and must place the interests of the owner first. The buyer should not tell the owner's agent anything the buyer would not want the owner to know because an owner's agent must disclose to the owner any material information known to the agent.

IF THE BROKER REPRESENTS THE BUYER:

The broker becomes the buyer's agent by entering into an agreement to represent the buyer, usually through a written buyer representation agreement. A buyer's agent can assist the owner but does not represent the owner and must place the interests of the buyer first. The owner should not tell a buyer's agent anything the owner would not want the buyer to know because a buyer's agent must disclose to the buyer any material information known to the agent.

IF THE BROKER ACTS AS AN INTERMEDIARY:

A broker may act as an intermediary between the parties if the broker complies with The Texas Real Estate License

Act. The broker must obtain the written consent of each party to the transaction to act as an intermediary. The written consent must state who will pay the broker and, in conspicuous bold or underlined print, set forth the broker's obligations as an intermediary. The broker is required to treat each party honestly and fairly and to comply with The Texas Real Estate License Act. A broker who acts as an intermediary in a transaction:

- (1) shall treat all parties honestly;
- (2) may not disclose that the owner will accept a price less than the asking price unless authorized in writing to do so by the owner;
- (3) may not disclose that the buyer will pay a price greater than the price submitted in a written offer unless authorized in writing to do so by the buyer; and
- (4) may not disclose any confidential information or any information that a party specifically instructs the broker in writing not to disclose unless authorized in writing to disclose the information or required to do so by The Texas Real Estate License Act or a court order or if the information materially relates to the condition of the property.

With the parties' consent, a broker acting as an intermediary between the parties may appoint a person who is licensed under The Texas Real Estate License Act and associated with the broker to communicate with and carry out instructions of one party and another person who is licensed under that Act and associated with the broker to communicate with and carry out instructions of the other party.

If you choose to have a broker represent you,

you should enter into a written agreement with the broker that clearly establishes the broker's obligations and your obligations. The agreement should state how and by whom the broker will be paid. You have the right to choose the type of representation, if any, you wish to receive. Your payment of a fee to a broker does not necessarily establish that the broker represents you. If you have any questions regarding the duties and responsibilities of the broker, you should resolve those questions before proceeding.

Real estate licensee asks that you acknowledge receipt of this information about brokerage services for the licensee's records.

Buyer, Seller, Landlord or Tenant

Date

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