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# Koontz Corporation planning 188-acre 'logistics supersite' along I-35

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Beaty Palmer Architects

A rendering of the Frontera Logistics Supersite

A planned industrial development will be popping up within Loop 410, a rarity when most of the sector is being built on the outer edges of San Antonio. Soon, the small piece of the trade corridor

from Mexico to San Antonio to Austin and beyond will be built on farmland at I-35 and Somerset Road.

Local real estate firm Koontz Corporation announced plans for the Frontera Logistics Supersite, a 188-acre site that can accommodate up to 2.8 million square feet of manufacturing and industrial uses. The company spent over a year acquiring 11 separate parcels of land. It also rezoned the land from its original agricultural use. Bexar County records show that the company took out a \$6,192,120 loan from Jefferson Bank as part of the transaction.

In an interview with the Business Journal, Koontz President and CEO Bart Koontz said that it was an opportunity he couldn't take his eyes off as he kept driving past the area.

"I drive I-35 South a lot, and I kept looking at that land," he said. "There's not a lot of trees. It's flat. It's inside Loop 410, which was the big thing for me. I was thinking proximity to labor."

Koontz had to convince more than two dozen owners to let go of those parcels. Luckily, they were all owned within the same family. Carl Olson, president of Olson Properties, represented the firm in the transactions.

"It was 11 different tracts with 26 different people that came to the title company, " he said. "It was challenging, but I thought it was worth it. I think the good news was they were all in the mindset to sell, so that made it more doable."

Though the land is fully entitled, Koontz isn't rushing to break ground yet. They're about to start evaluating layouts, designs and potential tenants.

The site is able to accommodate buildings in multiple configurations, from 160,000-1.2 million square feet. He said that there's already some interest from potential tenants.

"There's a lot of [industrial] product in the market," he said. "I don't want to throw more space on the market without having some real, thought-out plan on what I'm doing."

Along with having the land fully entitled, the utilities and environmental picture is favorable. The firm's utilities service

agreement with San Antonio Water System can accommodate that maximum of 2.8 million square feet of development with water and sewer service. It's also outside of the bounds of the Edwards Aquifer Recharge Zone, which means less restrictions on development from the Texas Commission on Environmental Quality.

The company will also evaluate financing options. He said that the landscape looks different if you go with speculative development versus build to suit.

"First thing's first, we need to get our master plans done," he said. "We need to start some of the work on the entries to the park. Impending development will be behind that."

Partners Real Estate will handle sales and leasing. In a statement, Partner John Colglazier said the development is a rare infill opportunity within Loop 410.

"This is the largest developable infill site left in San Antonio that is receptive to industrial and manufacturing, and it's truly rare to find so many exciting features in one site near the San Antonio central business district," Colglazier said. "The site offers broad flexibility for development across all industrial types, from spec warehouse space to manufacturing to heavy industrial use."

Preliminary design work was done by Beaty Palmer Architects. Local firm Vickrey & Associates is the project engineer. A general contractor has yet to be hired.



**James McCandless**

Reporter - *San Antonio Business Journal*

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