

DID YOU KNOW: Fixed-rate certificates of deposit were introduced to the public by the banking industry for the first time in 1961.
— The Financial Services Fact Book, 2008

H-E-B buys 10-story building for corporate space

Company had been leasing the first three floors.

BY CREIGHTON A. WELCH
EXPRESS-NEWS BUSINESS WRITER

Since April 2007, H-E-B has leased 44,565 square feet of office space at the Cypress Tower north of downtown on Main Avenue and Cypress Street.

Now, the grocer has purchased the entire 156,657-square-foot building from California-based KBS Realty Advisors for an undisclosed price. According to the Bexar Appraisal District, the building is valued at \$6.74 million.

"I think as our company grows and we look to expand our corporate offices,

we're looking for additional office space that's close to our current corporate headquarters," H-E-B spokeswoman Dya Campos said.

H-E-B's headquarters are on South Main Avenue, in the King William neighborhood.

The 200 H-E-B finance and accounting employees who currently work at the Cypress Tower occupy the first three floors of the 10-story building.

The grocer has about 19,500 employees in San Antonio.

Last year, KBS completed a \$5 million renovation of the building, which is 54 percent leased. The renovation included remodeling lobbies, restrooms, elevators and mechanical systems, as well as 65,000 square feet of the tenant area and the building's café.

> MYSA.COM

Keyword: Real Estate

For more news about the local market.

"We plan to continue to invest in the building," Campos said.

The Cypress Tower originally was built in 1963 for IBM Corp.

Bill Rogalla, senior vice president and acquisition officer for KBS, represented his firm, while Chuck King, principal of Travis Commercial Real Estate Services, represented H-E-B.

KBS owns more than 10 million square feet of commercial space in Texas, of which 650,000 square feet is in the San Antonio area. In San Antonio, KBS owns Fountainhead Tower and City View Tower.

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EXPRESS-NEWS GRAPHIC

CALENDAR

TODAY

BREAKFAST MEETING
The National Association of Women Business Owners, San Antonio chapter, 7:30-9 a.m., The Petroleum Club, 8620 N. New Braunfels Ave. Topic: 'Staying Organized and Managing Your Time.' \$25 for members; \$30 for nonmembers; \$35 for everyone at the door. Register to info@nawbosa.org.

TUESDAY

WORKSHOP
The University of Texas at San Antonio, Institute for Economic Development, 8 a.m.-4:30 p.m., University Downtown Campus, Durango Building, Room 1.124, 501 W. Durango Blvd. The Business China Executive Training Program is a series of 22 workshops led by Chinese business leaders and designed to help businesses enter the Chinese market as importers and exporters. This week's workshop is 'Marketing in the Middle Kingdom.' \$800. To register, call (210) 458-2470 or visit www.globalbusinessprofessional.org.

WEDNESDAY

LUNCHEON
Alamo Heights Chamber of Commerce, 11:30 a.m., San Antonio Country Club, 4100 N. New Braunfels Ave. This month's luncheon speaker will Suzanne Scott, general manager, San Antonio River Authority. The topic will be 'Current Issues Affecting the San Antonio River.' Lunch is at noon. \$20. Call (210) 822-7027.

THURSDAY

WORKSHOP
The Greater San Antonio Chamber of Commerce, 10-11:30 a.m., The chamber's Small Business Resource Center, 1100 N.W. Loop 410, Suite 109. This workshop will explore ten secrets to creating a Web site that generates leads for your business. It will cover how to optimize a site by using the correct images, content and links that will encourage customers to stay on your site. \$49. Contact (210) 737-1551.

APRIL 8

NETWORKING
The North Chamber of Commerce, 7-9 a.m., The Petroleum Club, 8620 N. New Braunfels Ave. More than a hundred business leaders will gather for breakfast and networking during the city's 'original and largest' early morning networking event. \$15 for members; \$20 for nonmembers and everyone at the door. Contact Andrea Barlow (210) 384-7727 or abarlow@northsachamber.com.

WORKSHOP
The University of Texas at San Antonio, Institute for Economic Development, 8 a.m.-4:30 p.m., University Downtown Campus, Durango Building, Room 1.124, 501 W. Durango Blvd. The Business China Executive Training Program is a series of 22 workshops led by Chinese business leaders and designed to help businesses enter the Chinese market as importers and exporters. This week's workshop is 'Supply Chain Logistics.' \$800. To register, call (210) 458-2470 or visit www.globalbusinessprofessional.org.

APRIL 15

WORKSHOP
The University of Texas at San Antonio, Institute for Economic Development, 8 a.m.-4:30 p.m., University Downtown Campus, Durango Building, Room 1.124, 501 W. Durango Blvd. The Business China Executive Training Program is a series of 22 workshops led by Chinese business leaders and designed to help businesses enter the Chinese market as importers and exporters. This week's workshop is 'Finance & Payment Methods.' \$800. To register, call (210) 458-2470 or visit www.globalbusinessprofessional.org.

APRIL 16

TRADE SHOW
San Antonio Manufacturers Association, noon-6 p.m., Live Oak Civic Center, 8101 Pat Booker Road. The association's '2008 Tradeshow' features more than 100 exhibitors catering to businesses looking to lower costs associated with out-of-town suppliers. Free. Call (210) 979-7530.

LOCAL/STATE BRIEFS

IRS help available at 20 spots in S.A.

Twenty San Antonio locations will offer assistance Saturday to citizens who do not normally file income tax returns to arrange for their federal economic stimulus payments.

The effort is a partnership of the Internal Revenue Service and the city's Community Initiatives Department. The partnership is part of the IRS' "Super Saturday" program nationwide.

The San Antonio IRS office will provide assistance from 9 a.m. to 3 p.m. at 8626 Tesoro Drive.

In addition, 19 Volunteer Income Tax Assistance sites in the area will offer the same assistance. To find the nearest location and hours of operation on Saturday, call the United Way Helpline at 211, or (210) 227-4357.

AT&T TV coming to cell phones

San Antonio-based AT&T Inc., the nation's biggest wireless carrier, in May will launch a new live TV service for its cellular customers.

The service, FLO — launched in conjunction with cable firm Qualcomm Inc.'s MediaFLO USA subsidiary — will feature full-length programs and sporting events from well-known TV providers including CBS Mobile, Comedy Central and ESPN. It also will feature two exclusive channels, which the companies have not yet announced.

Initially, the service will be available on two handsets, the LG Vu and the Samsung Access. AT&T is the exclusive carrier for both.

Carriers including AT&T are launching wireless video services to drive customers to increase their wireless data usage. The companies are hoping a boost in data revenues will help offset the dwindling growth in new wireless subscriptions.

Circa Texas wins supplier honors

Circa Texas, a destination management company owned by the RK Group, an event planning and catering company based in San Antonio, won the Carlson Marketing 2007 Spirit of Excellence Premier Partner Award.

The award was given to 22 international suppliers who garnered a 90 percent score or better on overall program and client satisfaction.

Circa Texas offers a variety of transportation and event services.

Wal-Mart Supercenter adds green features

The newly expanded Wal-Mart Supercenter at 8500 Jones Maltzberger marked a "re-grand opening" earlier this month.

As part of the 30,000-square-foot expansion, the store added energy-efficient features such as motion-detecting lights at the freezer cases and the same lighting in bathrooms and its office space. The lights switch off when no one is around and come on when shoppers walk by.

The supercenter is one of three Wal-Mart stores that opened this month in Texas. Wal-Mart is opening 81 stores across the country this month.

— From staff reports



COURTESY OF VALENCIA CAPITAL MANAGEMENT

A Dallas company that purchased the seven-building Mockingbird Plaza near the Medical Center is making extensive upgrades. It also has changed the name of the medical office complex to Legacy Oaks. Work should be completed by summer.

Undergoing rehab

Medical Center offices getting renovations, new name.

BY CREIGHTON A. WELCH
EXPRESS-NEWS BUSINESS WRITER

A Dallas-based company bought the Mockingbird Plaza in February and already has started renovations on the 222,853-square-foot office complex on Fredericksburg Road near the South Texas Medical Center.

Valencia Capital Management also has changed the name of the seven-building, 16-acre site to Legacy Oaks.

"This upgraded project will provide much-needed, first-class medical office space at one of the better-known addresses in the Medical Center area," said Peter Field, asset manager for Valencia.

Work is under way on the common areas, restrooms, the building's façade and the exterior grounds.

"It will be really a very significant upgrade," Field said.

Field said the building should be completely renovated by the summer.

Office spaces range in size from 850 square feet to 14,700 square feet.

"We were interested in the location due to the proximity of the Medical Center and are really focused on the fact that it's a large, dynamic Medical Center that continues to grow," Field said.

The spaces will be specially suited for doctors and medical-related users.

The office park is currently 76 percent leased. Existing tenants include the South Texas Arthritis Care Center, VITAS Innovative Hospice Care and Rashid & Rice Eye Associates.

The rental rates at Legacy Oaks will start at \$18.50 per square foot per month.

"It's going to be a building that's rehabbed, and compared to new office medical space, it's going to be a better value," said

Lisa Villarreal, marketing director with San Antonio-based Travis Commercial Real Estate Services, which is providing project management and leasing services for the site.

There is also a 2.58-acre parcel of raw land on the site.

"The land will be marketed for potential build-to-suit users that would want to build near the Medical Center," Villarreal said.

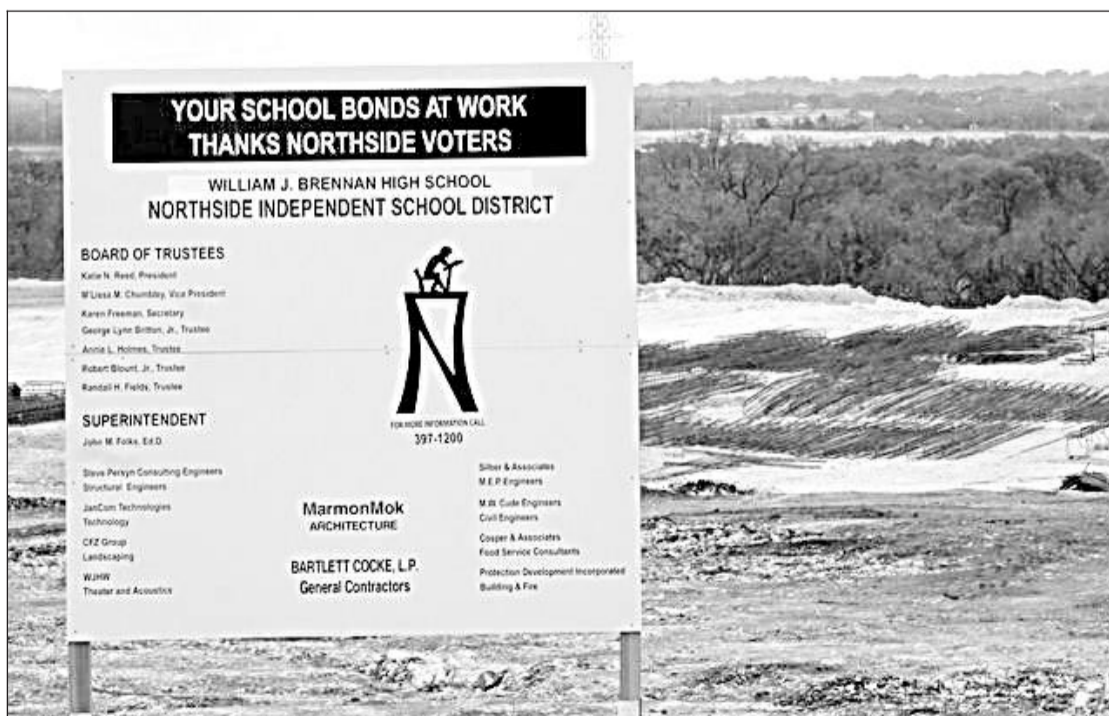
"There's a scarcity of raw land so that's a unique opportunity."

The first building in the office park was built in the 1970s, with the other six constructed in the 1980s.



EXPRESS-NEWS GRAPHIC

SITE SEEING



COURTESY PHOTO

Northside Independent School District has broken ground on Brennan High School. It will open in 2010.

Northside starts 10th high school

Northside Independent School District officials Wednesday broke ground on what will become the 10th high school in the district — Brennan High School, named after former U.S. Supreme Court Justice William J. Brennan Jr.

The school, just west of SeaWorld San Antonio outside of Loop 1604, will open in 2010. It will serve the far Northwest Side.

Brennan High School is being built to relieve overcrowding at Stevens High School, which opened in 2005 and already has capped enrollment.

A school bond passed by voters in

2007 is funding the new school, one of two high schools under construction for the district. Brandeis High School is set to open later this summer.

- **Address:** On Cottonwood Way; address not yet specified.
- **Owner:** Northside Independent School District
- **Cost:** \$82 million
- **Expected completion:** May 2010
- **Architect:** Marmon Mok Architecture, www.marmonmok.com
- **General contractor:** Bartlett Cocke General Contractors, www.bartlett-cocke.com



COURTESY ILLUSTRATION

The architect's vision for Brennan.

GAS WATCH

Avg. price of regular gasoline*

CURRENT PRICE	1-DAY CHANGE	1-MONTH CHANGE
San Antonio		
\$3.119	N/C	+ 10.0¢
Austin		
\$3.167	+ 0.2¢	+ 10.8¢
Corpus Christi		
\$3.136	+ 0.4¢	+ 8.9¢
Dallas		
\$3.186	+ 0.9¢	+ 13.7¢
Houston		
\$3.184	+ 0.8¢	+ 13.7¢
Texas		
\$3.176	+ 0.7¢	+ 12.2¢
United States		
\$3.267	+ 0.6¢	+ 12.5¢

* Prices shown are combined averages of the last card swipe two days previous to publication. Source: American Automobile Association

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