

# Zone Change of 44 & 46 Maske Road Project Number PLZC20250055

**Planning and Zoning Commission Public Hearing**

# Solana Industrial Group / Bienes Raíces Izúcar



ESTRUCTURAS SOLANA®



- Solana Industrial Group is a family-owned business with over 70 years of experience in the industrial, commercial, and tourism construction sectors. Headquartered in Puebla, the Group has delivered over 10 million square meters of projects across Mexico and Central America.
- Its structure includes synergistic companies that work together across the entire construction and development process:
  -  Prefabricated Steel – Structural components for industrial buildings
  -  Precast Concrete – Elements for foundations, walls, and large structures
  -  Roofing Systems – Industrial-grade insulation and roof installation
  -  Logistics & Transportation – In-house delivery and materials handling
  -  Real Estate Development – Site selection, leasing, and project execution
- This multi-disciplinary model allows Solana to offer turnkey development solutions — from design and engineering, to construction and long-term operation.
  - ✓ 100 million square feet built across Mexico and Central America
  - ✓ 150k+ square feet leased for large and small tenants
  - ✓ 1,000+ directly impacted families

Prosperitas Real Estate respectfully requests that the Planning and Zoning Commission approve a zoning change for Lots 3 & 4 of the Maske Road Business Plat—from General Business (GB) to General Business 2 (GB-2)—to enable faster and more impactful development of commercial and warehousing uses

# Why Move Forward with the Rezoning?

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Diversify economic activity by allowing a wider variety of uses



Attract new businesses to fuel economic growth



Create local jobs by attracting new companies



Aligned with the JBSA recommendations for rezone the lots and the Schertz Comprehensive Land Use Plan



Promotes commercial, industrial, and office development—all stated goals of the City



Offer commercial and working spaces for neighbors at a convenient distance



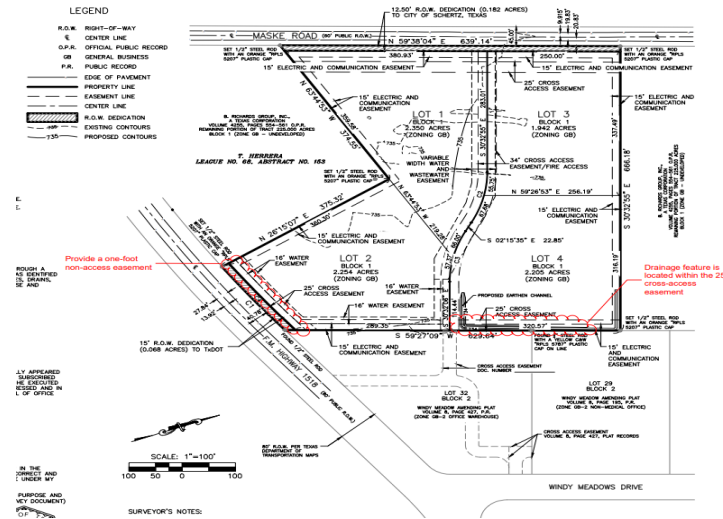
Expand the tax base to fund city services



Support affordable commercial space for the growing population

# Property Images

## Plat & Google Maps View



## North and South View



## East and West View



# Indicative Uses with GB – 2



# Indicative Uses with GB – 2 (Cont.)



# Alignment with JBSA Recommendation

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- On April 3<sup>rd</sup> of this year, and as part of the rezoning process outlined by the APZ II, the JBSA emitted an affirmative recommendation that the proposed zoning change is permitted
- Additionally, it emitted recommendations for consideration in the planning and development process of the project, aiming to enhance the safety of the community and minimize noise impacts due to the proximity of low flying aircraft:
  - a) Warehousing and storage services is permitted with a maximum Floor-to-Area Ratio (FAR) of 2.0. Retail trade is permitted with a maximum FAR of 0.28
  - b) Recommend referencing to the City of San Antonio MLOD most current lighting standards ordinance and the relatives to development within 5-miles of a military installation
  - c) Coordinate efforts with 502 CS Spectrum Manager prior to use of any Spectrum dependent systems (two-way radio communications or any types of wireless technologies) during construction
  - d) Any proposed exterior construction plans, construction or alteration projects which include vertical elements (equipment: cranes, towers: communication or water) may require FAA review to verify no hazard to flight navigation prior to issuance of any construction permits
  - e) The FAA recommends criteria of land-use practices in their Advisory Circular 150/5200- 33C, Hazardous Wildlife Attractants on or Near Airports, which is applicable to properties within five miles of JBSA-Randolph

**For a successful development, all the recommendations and items outlined in the JBSA letter of recommendation will be closely considered**

# JBSA Letter of Affirmative Recommendation



**DEPARTMENT OF THE AIR FORCE**  
**502D AIR BASE WING**  
**JOINTBASE SAN ANTONIO**



3 April 2025

MEMORANDUM FOR CITY OF SCHERTZ

FROM: 502 ABW/CMI  
JBSA Installation Mission Sustainment  
2080 Wilson Way  
Fort Sam Houston, TX 78234

SUBJECT: Joint Base San Antonio review of Zone Change in APZ II- PLZC20250055-44,46

1. Zone Change in APZ II- PLZC20250055-44,46 has been reviewed by JBSA-RND organizations. JBSA affirmatively recommends the proposed zoning change is permitted, however, there are additional comments for consideration in planning and development.
  - a. Subject parcel is located within Randolph AFB Accident Potential Zone II (APZ II). Per the 2017 RND Air Installations Compatible Use Zones (AICUZ) study, Warehousing and storage services, SLUCM No. 63.7, is permitted within APZ II with a maximum Floor-to-Area Ratio (FAR) of 2.0. Retail trade, SLUCM No. 50, is generally permitted within APZ II with a maximum FAR of .28. Approximately .4 acres located on the southeast corner of the subject tract is with-in the 65 Db DNL plus noise contours generated from flying missions at JBSA RND. Retail trade and Warehousing/storage services are permitted with-in these noise zones. Additionally, due to the proximity to the primary approach/departure flight tracks of RND AFB, expect regular and increasing levels of noise.  
<https://www.jbsa.mil/Portals/102/Documents/Environmental%20PA/FINAL%20Randolph%20AICUZ%20Study.pdf>
  - b. Recommend referencing City of San Antonio MLOD lighting standards at: [https://library.municode.com/tx/san\\_antonio/codes/unified\\_development\\_code?nodeId=ARTII\\_IZO\\_DIV4OVDL\\_S35-339.04MILIOVDL](https://library.municode.com/tx/san_antonio/codes/unified_development_code?nodeId=ARTII_IZO_DIV4OVDL_S35-339.04MILIOVDL), or most current City of San Antonio MLOD ordinance, related to development within 5-miles of a military installation and compliance with applicable City of Schertz lighting ordinances.
  - c. To mitigate potential interference with existing JBSA operational systems, please coordinate with 502 CS Spectrum Manager prior to use of any Spectrum dependent systems (i.e.: two-way radio communications, or any type of wireless technologies) during construction. If applicable, coordination requested by facility user prior to installation/use of any Spectrum dependent commercial or manufacturing equipment.

- d. Any proposed exterior construction plans, construction or alteration projects which include vertical elements (equipment: cranes, towers: communication or water) may require FAA review to verify no hazard to flight navigation prior to issuance of any construction permits.

FAA CFR Title 14 Part 77 Notice Criteria Tool that can be utilized to aid in FAA notification requirements can be found here:

<https://oeaaa.faa.gov/oeaaa/external/gisTools/gisAction.jsp?action=showNoNoticeRequiredTo olForm>

Further FAA guidance is also available here:

[https://www.faa.gov/documentLibrary/media/Form/FAA\\_Form\\_7460-1\\_042023.pdf](https://www.faa.gov/documentLibrary/media/Form/FAA_Form_7460-1_042023.pdf)

- e. The FAA recommends criteria of land-use practices in their Advisory Circular 150/5200- 33C, Hazardous Wildlife Attractants on or Near Airports, which is applicable to properties within five miles of JBSA-Randolph. To reduce the exposure to aircraft-wildlife strikes, please use the link below to access this publication and use the information to help reduce wildlife-attractant features near airports. Unwavering consideration for this aviation safety hazard is vital. [https://www.faa.gov/airports/resources/advisory\\_circulars/index.cfm/go/document.current/doc\\_umentnumber/150\\_5200-33](https://www.faa.gov/airports/resources/advisory_circulars/index.cfm/go/document.current/doc_umentnumber/150_5200-33).
2. The items presented above are efforts to enhance the safety of the community and minimize noise impacts due to the proximity of low flying aircraft. Improperly managed development may create unnecessary risk to both the community and flight operations as well as affect the overall capability of the military at this location.
3. Point of contact for this action is Sean R. Greszler, AICP, 502 ABW/CMI. He can be reached at 210-808- 7549 or by email at [sean.greszler.1@us.af.mil](mailto:sean.greszler.1@us.af.mil) or through the 502d ABW Community Initiatives organization email box at [502ABW.ABW.Community\\_initiative@us.af.mil](mailto:502ABW.ABW.Community_initiative@us.af.mil).

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MR. TIM WOLIVER, GS-14, USAF  
Executive Director, Community and  
Mission Integration, JBSA & 502 ABW

# Thank you!

Jesús Solana Lozano – Lead Developer

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Phone +522225544604



# Appendix

# Zoning & Economic Overview






- The current zoning of the Lots 3 & 4 of the Maske Road Business Plat are currently zoned General Business, which allows for several uses mostly focused in fostering commercial activity
- The proposed zoning change from GB to GB – 2 aims to allow a broader set of activities to be performed in the lots, with a subsequent broader set of developments that can be made
- Targeting a broader range will allow the place to develop faster, attract more investment, and serve all the necessities of the neighbors of Schertz

**Multipliers using Texas level economic data (about 5x for EI)**

## Permitted Uses in GB-2 and not in GB (20)<sup>1</sup>

-  • Automobile repairs and services, major
-  • General manufacturing / Industrial use
-  • Office-warehouse / Distribution center
-  • Print shop, major
-  • Recycling collection center
-  • Truck & heavy equipment sales
-  • Welding / Machine Shop
- +13 more uses

## Potential Economic & Employment Impact<sup>2</sup>

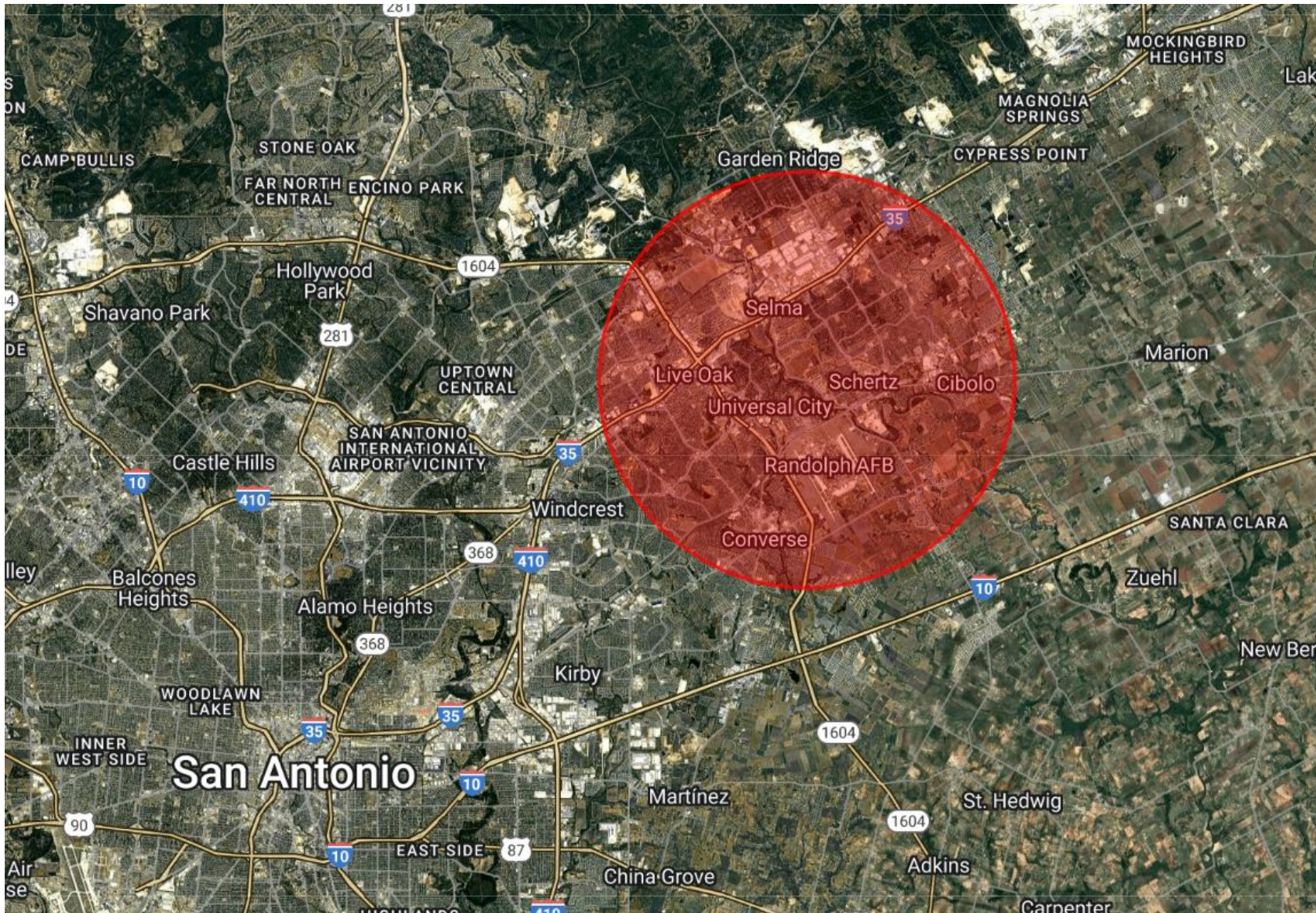
-  • Attraction of **30+ new** businesses
-  • Creation of **150+ new** direct jobs and **500+ new** indirect jobs
-  • **10 million+** in annual revenue, and **50 million+** in overall economic impact
-  • **1 million+** in incremental taxes
-  • **100+ jobs** created during construction period

**Allowing for a broader spectrum of developments supports a more diverse set of companies which in turn diversify the economic activity for the City of Schertz, boost economic development, and create new jobs**

(1) City of Schertz Zoning Districts

(2) Using a Flex Industrial Development for reference. Figures from City of Schertz, University of Texas, IMPLAN, and Guadalupe County Reports

# Influence Area (5 mile radius)<sup>1</sup>

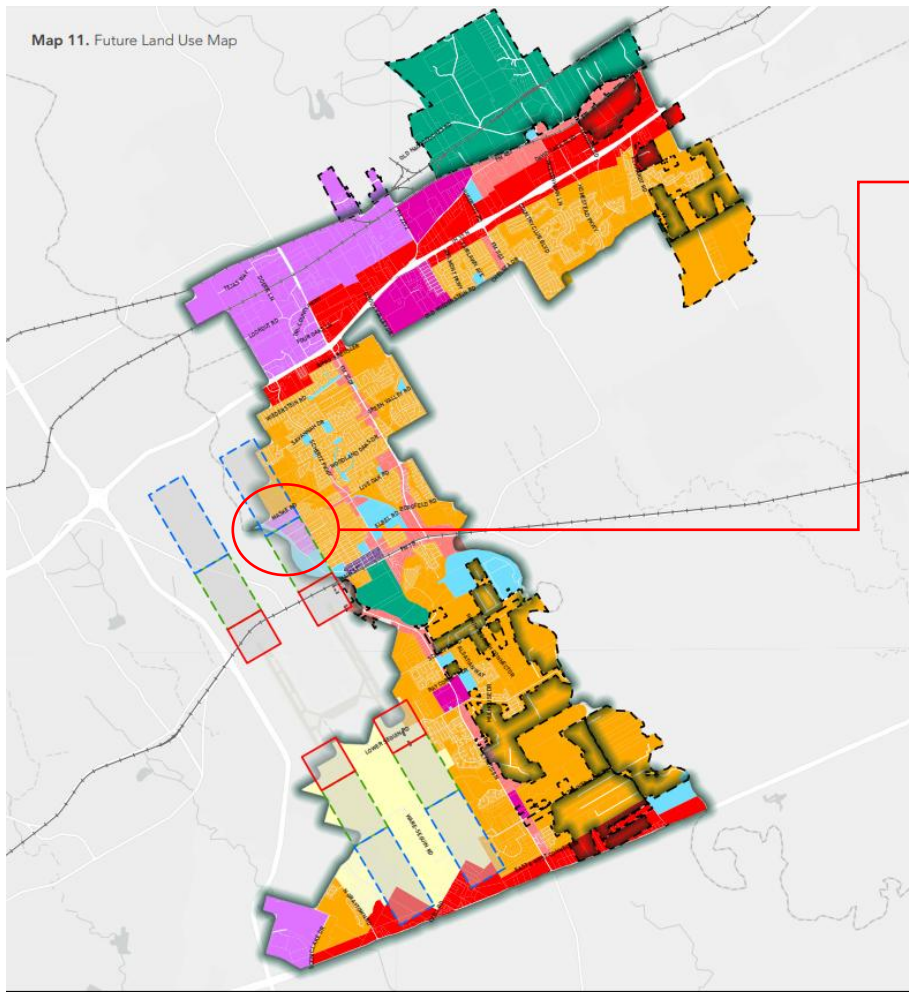


## Key Features

- ✓ Access through FM 1518 with I-35, I-10 and FM 78
- ✓ 187k living and 150k working in the area
- ✓ **Influence of +85% of the total Schertz population**
- ✓ Less commute distance than average of Greater SA (12 miles)
- ✓ **Hourly traffic of less than current 70 cars during peak hour, expecting to add no more than 84 (pure retail)**

(1) Google Maps & AlphaMap

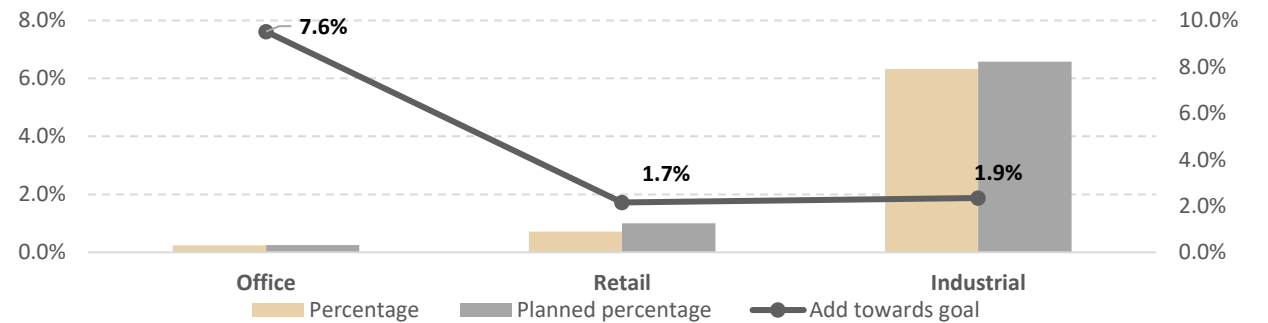
# Alignment with the Comprehensive Plan<sup>1</sup>



- ✓ The proposed zone change is aligned with the future land use map that oversees the area as an Industrial HUB
- ✓ Additionally, allowing the zone change has the potential to add more spaces aligned with the absorption rates with which the City has prepared its economic forecast:

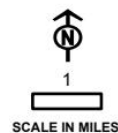
Absorption annual	Est City of Schertz	Est Development	Add Percentage
Industrial	200,000	15,000	8%
Office	10,500	3,200	30%
Retail	218,000	22,500	10%

- ✓ The more development in the area would allow the City to move faster towards its overall land use goals, adding 1.5%+ for industrial and retail developments and 7%+ for office developments



Data Sources: City of Schertz, State of Texas, Texas Parks & Wildlife, ESH, Texas Geographic Information System, Freese and Nichols

Map Disclaimer: A comprehensive plan shall not constitute zoning regulations or zoning district boundaries



(1) Source: City of Schertz, Texas. Comprehensive Plan April 2024. Own calculations based on the numbers of the plan

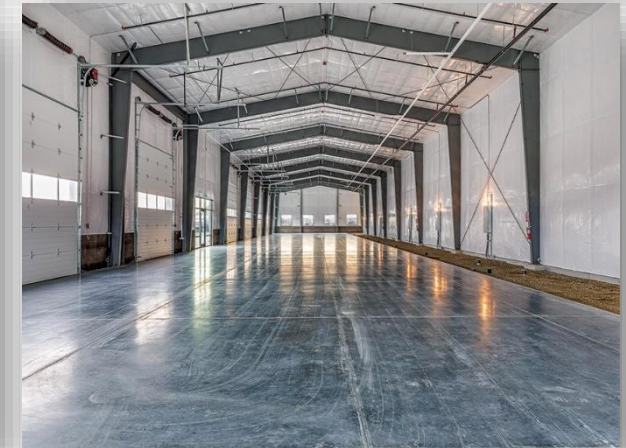


# What is Flex Industrial?

## Key Features

- ✓ **Efficient** – Warehouse like buildings that allocate one or several tenants
- ✓ **Low cost** – Built with cost-efficient materials
- ✓ **Versatile** – Buildings that combine office/showroom and warehouse spaces
- ✓ **Flexible Layout** – Adaptable space for various business needs and for different companies' sizes
- ✓ **Modular** – Can be built in stages, and the internal space divided into the different tenant needs
- ✓ **Ideal for** – Small companies, startups, showrooms, contractors, retailers (virtually any company)

**Flex Industrial Buildings: The Perfect Blend of Office, Warehouse, and Light Manufacturing—Versatile, Efficient, and Designed for Business Growth**



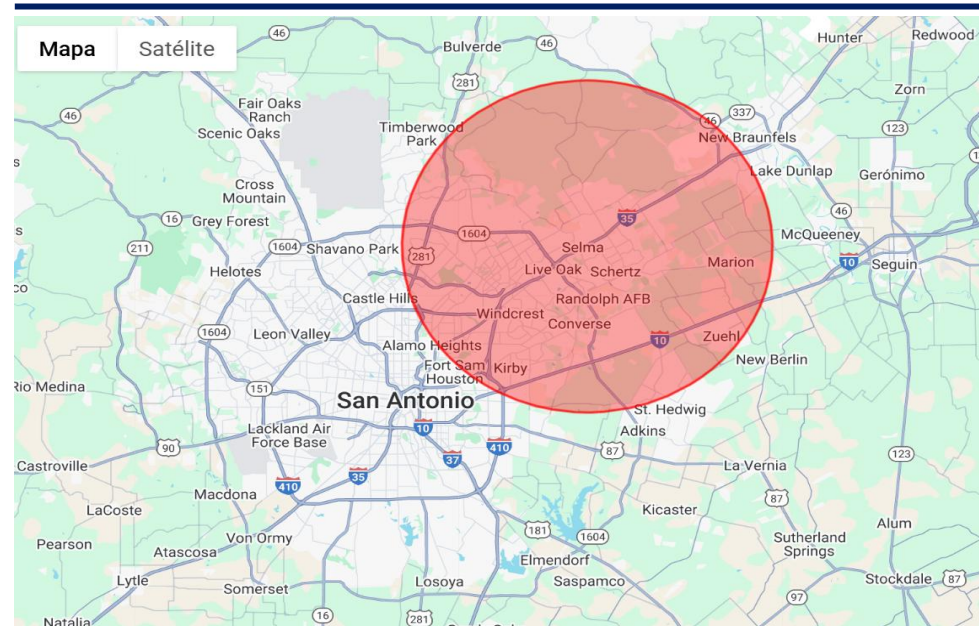
# Schertz Zone Overview & Preliminary Project

- Area mainly residential, with high traffic volumes due to its proximity to I-35 and high population growth
- The traffic in the zone is supported by commuters, retail spaces (Walmart, HEB, Costco), and recreational centers
- The area has many flex buildings that host local small business that are mainly focused on construction / materials and equipment leasing
- Higher average availability of flex spaces, and newer buildings in general
- Higher than San Antonio average asking rental rates
- Higher than average San Antonio household income (\$88k yr) and higher house value (\$300k)
- Most of the population drive to work, are professionals (white collar), and work mainly in logistics, construction, services and sales

## Key Features of the Property

- **Size:** 4.15 AC (180,774 ft<sup>2</sup>)
- **Utilities**
  - ✓ Electricity
  - ✓ Water
  - ✓ Fiber optic
- **Target rent (NNN):** USD\$ 16 yr ft<sup>2</sup>
- **Developed area est:** ~40%
- **Estimated Dev Costs ft<sup>2</sup> (Flex industrial, current prices):** USD\$ 96
- **Restrictions:** Rezone in process
- **Potential market:** approx. +850 tenants

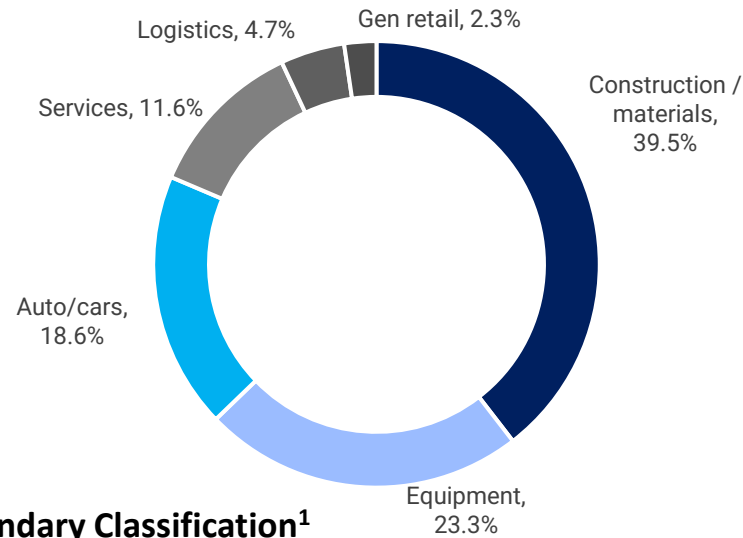
## Relevant Influence Area (12.1 miles)<sup>1</sup>



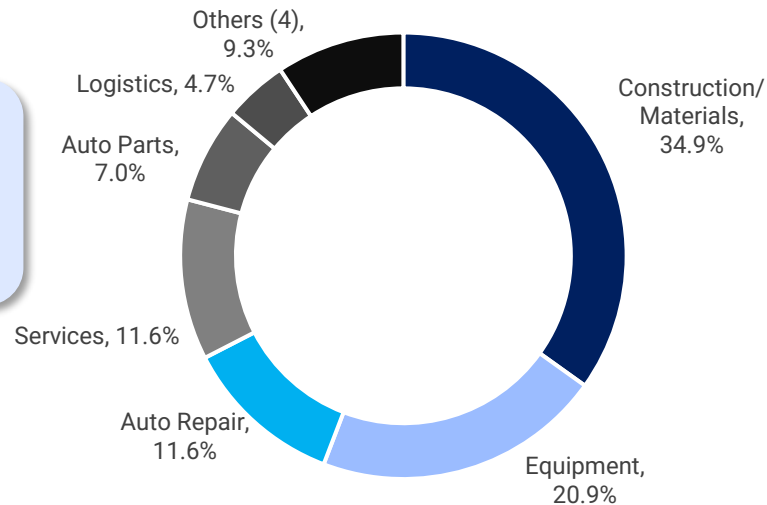
(1) 12.1 miles or 25 minutes driving is the average commuting of workers in Greater San Antonio

# Schertz Zone Potential Market (43 listings)

## General Industry in Relevant Area<sup>1</sup>



## Secondary Classification<sup>1</sup>



We expect to host SMEs and contractors mainly. More "mainstream" flex tenants

## Asking Rates and Potential Market Calculation<sup>2</sup>

Crexi near Schertz		
Place	Yearly Rate (USD/sqr Ft)	Minimum space
Windy Meadows I	18	3,000.0
Nell Deane	41.25	4,800.0
FM3009	18	1,950.0
FM3009 - Platinum	16	1,970.0
7637 FM3009	17	1,980.0
Byrd Blv	10	2,000.0
Frwd Storage BP	10	684.0
Pawlin Dr	14.63	5,330.0
Pawlin Dr 2	34.92	1,200.0
Toepperwin Rd	26.15	1,331.0
Toepperwin Rd 2	13.2	8,400.0
Converse BL	13	4,000.0
Bolton Rd	13.5	3,825.0
New Braunfels	12.84	1,500.0
Ferry Boat Ind Park	13.8	1,320.0
<b>Average</b>	<b>18.2</b>	<b>2,886.0</b>
<b>Median</b>	<b>14.6</b>	<b>1,980.0</b>

Average rent above conservative target rent, (appreciation potential)

Market Schertz	
Population (household)	66,941.0
Unemployment	5%
Income above 50k	49,735.0
Available mkt	47,248.3
Small business ov SATX	60%
SBEs income market	28,349.0
Main categories	50%
Focus market	14,311.1
Credit score high	60%
Market Credit high	8,586.6
Target	10.0%
<b>Target market</b>	<b>858.7</b>

Conservative estimations yield enough market to absorb the development

(1) Crexi listings in the relevant area  
 (2) Calculations made with public information from Crexi and census.gov

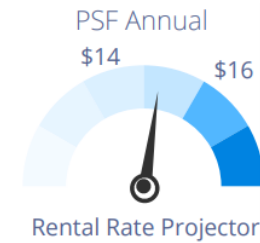
# Schertz Zone Collier's assessment<sup>1</sup>

## NEC Schertz Pkwy & Woodland Oaks Dr

	2 Mile	5 Mile	
Population	40,065	149,937	✓
Annual Growth	0.4%	0.9%	✗
Projected Growth - 5 Year	2.5%	2.2%	✗
Average Household Income	\$107,412	\$102,845	✓
Median Home Value	\$242,381	\$245,521	✓
Median Year Built	1997	2001	✓
Total # Businesses	1,398	5,412	✓
Home Ownership	74%	70%	✓
Spending Per Capita	\$13,027	\$12,234	✓
Top Consumer Spending	Transportation / Food	Transportation / Food	✓
Rental Rate Growth		Steady	▬

Keys to Success

## The World Engine



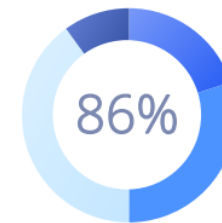
Recommended Model



Showroom

Efficient

Success Indicator



Compared to Flex Market

### Potential Amenities to Consider

Mezzanine

Showroom Glass

Side Yard Storage

Additional Parking

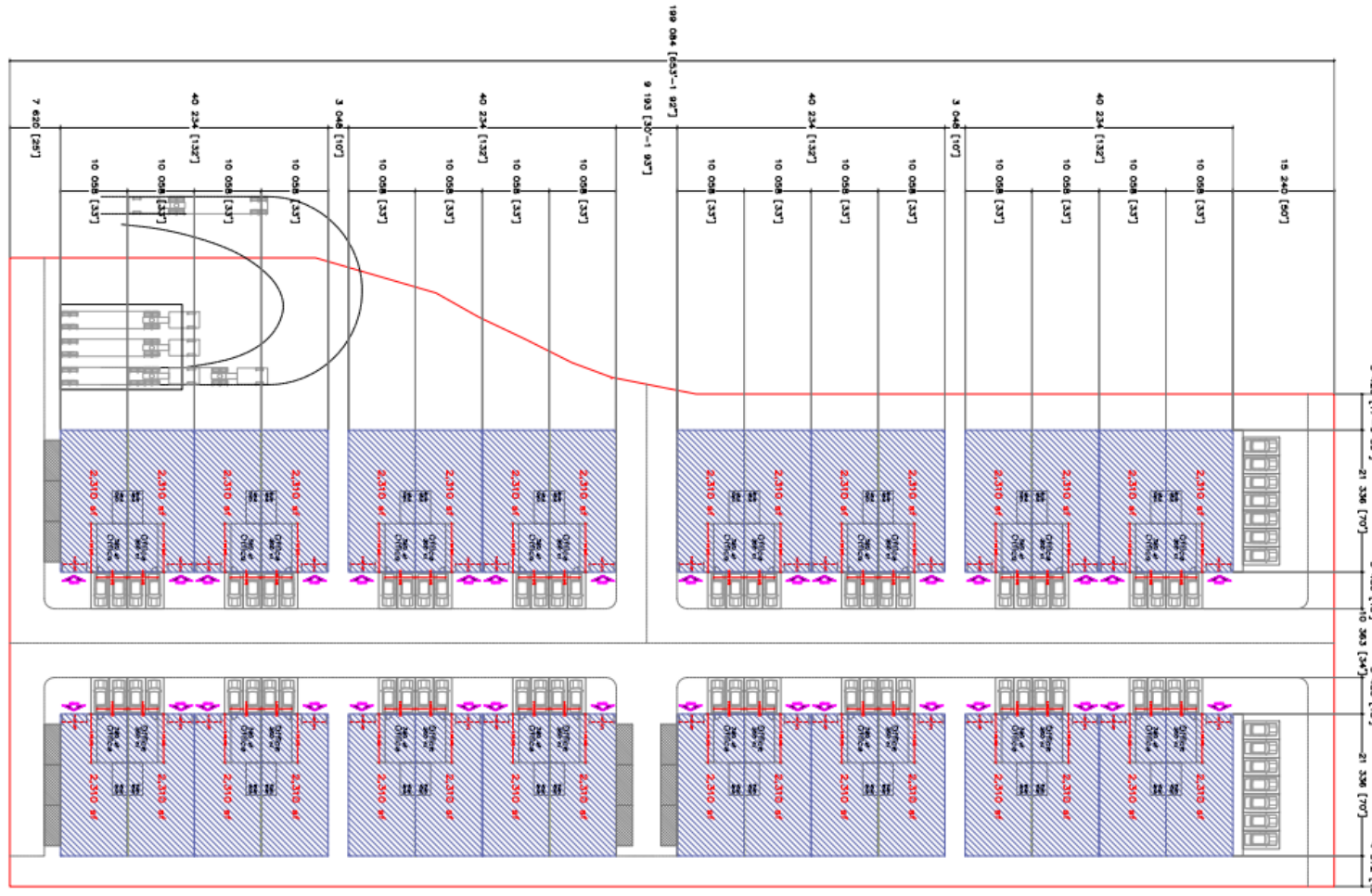
Strong Signage

The overall assessment of the Flex Industrial experts in Colliers yields a success probability of a project of +85%. The location shows virtually all of the attributes required to develop a successful project of this type

(1) Analysis by a team in Colliers specialized in Flex Industrial (Cody Pane)

# Preliminary Layout of the Development

- The Preliminary Layout proposed by experienced architects in this type of projects considers setbacks and general requirements of the Development Code of the City of Schertz. It is important to note that this layout is **preliminary and subject to changes conditional to the approval of the City**
- The project is planned as a business park (74 thousand square foot, or 7 thousand square meters), **to be developed in 8 phases**, corresponding to the number of buildings of the preliminary layout, which are planned to be developed from back (Windy Meadows Rd) to front of the property (Maske Rd)



The project is planned to be developed in 8 phases corresponding to each of the major buildings in the drawings, starting from left to right

NAME	AREA(SF)	% AREA
LAND	174,751.92 SF	100.00
BUILT AREA	73,920 SF	42.30
UNBUILT AREA	100,831.92 SF	57.70

Each warehouse's size aligns with market offerings and previous successful projects by our team

