

# 2024 ANNUAL REPORT



**The Greater  
San Antonio Chamber**

**[WWW.GREATERSACHAMBER.ORG](http://WWW.GREATERSACHAMBER.ORG) | [#WEMEANBUSINESS](https://twitter.com/WEMEANBUSINESS)**

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## VISION

We believe business is a force for good. We champion businesses to prosper and enhance the quality of life for current and future residents by promoting our region's rich culture along with its economic and civic well-being.



# The Greater San Antonio Chamber

## MISSION

The Greater San Antonio Chamber of Commerce is the preeminent voice of the business community and moves the collective thinking of our members into action.

# THANK YOU TO OUR 2024 EXECUTIVE BOARD



**Mario Barrera**

2024 Chair of the Board  
and Partner  
Norton Rose Fulbright



**Hope Andrade**

Co-Founder/Partner  
GO RIO



**Brad Barron**

Former President  
and CEO  
NuStar Energy



**Sam Dawson**

CEO  
Pape-Dawson Engineers



**Pat Frost**

2025 Chairman  
of the Board



**Joe Gorder**

Executive  
Chairman  
Valero



**Phil Green**

Chairman & CEO  
Cullen/Frost Bankers, Inc.



**Katie Harvey**

CEO  
K Harvey Brand  
Partners



**Jamie Kowalski**

VP of Corporate Relations  
The RK Group



**Julia Mann**

Managing Partner  
Jackson Walker



**Elaine Mendoza**

Founder, President & CEO  
Conceptual Mindworks, Inc.



**Bobby Perez**

Chief Legal Officer &  
General Counsel  
Spurs Sports & Entertainment



**JD Salinas III**

VP of External &  
Legislative Affairs  
AT&T



**Rosa Santana**

Founder & CEO  
Santana Group



**Tom Troy**

Chief Transformation Officer  
USAA



**John Zachry**

Chairman & CEO  
Zachry Group

# IMPROVED MEMBERSHIP RECRUITMENT & ENGAGEMENT



- ✓ 383 new members
- ✓ \$401,200 in new member revenue
- ✓ 12 Total Premier Investors
- ✓ 43 Total Major Investors
- ✓ 124 ribbon cuttings to support small businesses.
- ✓ Restructured our membership benefits to provide more value to our members.
- ✓ Expanded our footprint by opening the FirstDay Briefing Center on the northside.



# EXPANDED MARKETING OPPORTUNITIES

- ✓ Increased reach on our social media channels
- ✓ Provided additional marketing opportunities to help our members grow their businesses.



18K



7K



21K



29K



[www.greatersachamber.org](http://www.greatersachamber.org)  
250K Page Views

# CREATED LEADERSHIP OPPORTUNITIES FOR OUR MEMBERS

- ✓ 56 Graduates of Leadership San Antonio Class 48.
- ✓ Honored six local women leaders who made their mark on the community at our Tribute to Women Business Leaders Luncheon.
- ✓ Recommended business leaders to fill openings on local boards and commissions.



# STRENGTHENED SUPPORT FOR OUR MILITARY COMMUNITY

- ✓ Instrumental in bringing the Warrior Games to San Antonio in 2026 and 2028.
- ✓ Launched a groundbreaking initiative, SMF.SA, to enhance the quality of life for military personnel and their loved ones.
- ✓ Coordinated a Field Hearing for the Texas House Committee on Defense & Veterans' Affairs and provided testimony.
- ✓ 600+ guests participated in our Celebrate America's Military (CAM) signature events.
  - CAM, which was created by the Greater Chamber, is the nation's largest and longest held series of events honoring our Armed Forces.



# SUCCESSFULLY ADVOCATED FOR THE BUSINESS COMMUNITY



- ✓ 180 civic and business leaders attended SA to DC and advocated for policy and funding to move our community forward.
  - ✓ Successfully advocated for a non-stop flight from San Antonio to Washington, D.C.
  - ✓ Supported the successful passage of Proposition C returning authority for the City Manager's pay and tenure to City Council.
  - ✓ Endorsed the downtown baseball stadium proposal based on the local ownership structure and plans for economic development.
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- ✓ Helped ensure passage of a city policy to send CPS Energy's excess revenue back to the utility to allow for investments in its infrastructure.
  - ✓ Supported the much-needed expansion plan for San Antonio International Airport.
  - ✓ Hosted two impactful Congressional Series events featuring moderated discussions with Congressman Tony Gonzales and Congressman Greg Casar.
  - ✓ Collaborated with the SA Report on debates between the candidates for Texas House Districts 121 & 118.
  - ✓ Held the first-ever State of the Region luncheon featuring Judge Peter Sakai and his counterparts from Webb and Medina counties to enhance collaboration throughout South Texas.
  - ✓ Collaborated with FirstDay Foundation on a Get Out the Vote initiative to inform, engage and mobilize voters.



# HELPED LOCAL BUSINESSES GROW & SUCCEED

- ✓ Revived the Small Business Council and provided meaningful programming to help business owners succeed.
- ✓ Spoke to City Council on the proposed amendments to the SBEDA program to support small business development.
- ✓ Held the first-ever Small Business Fiesta to showcase products and services offered by small business owners.
- ✓ Hosted a cybersecurity forum designed to educate local stakeholders on cybersecurity challenges.



- ✓ Worked with city and county leaders on business retention initiatives, including:
  - Worked with city staff to improve the infrastructure around manufacturing & industrial operations.
  - Fostered dialogue between CPS Energy and the business community about future demand for power transmission and generation capacity.
- ✓ Launched the Voices of the Chamber video series to highlight small business members.

# LED EDUCATION & WORKFORCE INITIATIVES TO GROW THE TALENT PIPELINE



✓ Hosted 230+ college students at the Stay in SA Intern Mixer to connect them with employers and encourage them to start their careers here.

✓ Collaborated on the State of Education with Bexar County Education Coalition and other local chambers.



✓ Partnered with SAISD on the State of the District along with other community partners.

✓ Hosted an event for the San Antonio Apprenticeship Task Force in collaboration with several community partners.



✓ Partnered with Early Matters San Antonio to expand access to high-quality, affordable childcare options to ensure local parents can go to work, serve in the military and attend school.



✓ Created opportunities for leaders from the city's Ready to Work program to collaborate with local business leaders and forge partnerships with their companies.



# ENGAGE WITH US

SUBSCRIBE

BECOME A MEMBER





# The Greater San Antonio Chamber



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