

LAND DEVELOPMENT

YANTIS COMPANY

*Shaping the landscape of
Texas since 1965*

BY DANIEL CASCIATO

WHILE SOME SENIOR-LEVEL EXECUTIVES MAY TAKE years before they find the right fit with a company, Arnold Briones knew instantly that Yantis Company will be the place he retires from. "Since I was brought in several years ago, the owners have treated me like family, like one of their own," he says. "Mike [Yantis] Jr. and Blake Yantis brought me in because they knew of my work ethic, commitment to working efficiently, and doing things right—which are some of their core values. They have taken me in and made me feel like this is also my company."

The San Antonio-based site-work and utility company for which Briones works builds infrastructure for residential, commercial, federal, and public projects in the southern region of Texas.

"We build sanitary-sewer, storm-drainage, domestic, and recycled-water systems," says Briones, the company's executive vice president. "We also build roadways and highways, and pads for residential homes and commercial buildings. Our business is very challenging because we're the ones who work night and day to give people the necessities to live day to day. We build the infrastructure to give you water to drink and the roads for you to drive. Plain and simple, we build a path to new development and to new beginnings for everyone."

The company was founded in 1965 by John Yantis with one excavator and a commitment to fairness and honesty. Nearly 45 years later, Yantis Company employs more than 400 individuals and annually performs from \$80 million to \$100 million in construction contracts. Today, the company is owned and operated by grandsons Mike Yantis Jr. and Blake Yantis.

"Over the years, Yantis has gained a reputation as a company that delivers quality work and completes projects on time and on budget," Briones says. "Yantis Company is recognized as a cornerstone of the San Antonio business community." And the company has certainly earned much recognition. In addition to annually being listed as one of the Top 50 Private Companies by the *San Antonio*



Arnold Briones, PE, executive vice president.

Business Journal, Yantis has also been named as one of the Top 25 Largest Private Employers and Top 20 Fastest Growing Companies. Yantis Company has also been acknowledged multiple times as America's 500 Fastest Growing Private Companies by *Inc.* magazine.

"We strive to be a part of the total construction team, not just a third party," Briones says. "Developing strong partnerships has been the key to our success and will continue to establish us as one of the most trusted construction contractors in the region." As a result, it has strong connections in the development community in San Antonio. "Two years ago, our construction contracts were mostly negotiated and the contracts that were not negotiated were public jobs," Briones adds. "Even in this tough market, where everybody is bidding projects, trying to get the lowest-possible number, we still negotiate work. We have made it known to clients that we are committed and that we are here to serve."

One of the significant changes that have been made to improve the company over the years has been to take the

AT A GLANCE

HEADQUARTERS:
SAN ANTONIO, TX

**AREAS OF
SPECIALTY:**
RESIDENTIAL,
COMMERCIAL,
FEDERAL,
AND PUBLIC
INFRASTRUCTURE

**AVERAGE ANNUAL
SALES:**
\$100 MILLION

**SALES GROWTH IN
PAST YEAR:**
12%

EMPLOYEES:
400+

Right: Stoneridge, a \$15-million shopping center was completed in spring 2009 by Yantis.



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—Arnold Briones, Executive Vice President

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same work ethic that John Yantis instilled in his sons and grandsons, and add strict operating procedures, aggressive marketing techniques, and technology not typically seen in the field, according to Briones. “What separates us from our competitors is our attitude and our ability to make connections with clients and make them feel like we are part of their team, and give them the comfort that we can be called on at any time,” he says. “Our clients know that we are always there for them, and we are only a phone call away.”

One aspect of Briones’ job that he truly enjoys is that he gets to build projects that provide the means for people to live.

“I get to be a part of taking a raw piece of property and turning it into something where people live, shop, and

eat,” he says. “I get to be a part of building the future for everyday people. Secondly, I get to work with a diverse group of clients, engineers, and architects—some of which are very close friends. [Thirdly], I work with a great group of friends, Mike and Blake Yantis are close personal friends and have given me a tremendous opportunity to be part of their business and their family heritage. This is truly a great company.”

Briones feels that the opportunities for the company’s future growth are endless. “We have situated ourselves in our market to dominate the competition,” he says. “Our picture is endless with our connections, our attitude, and our commitment to serving. I think we have a competitive advantage in so many different aspects; and someday, when the economy turns, our revenues will double or triple.” HEQ