

GRAND OPENINGS

Aztec Indoor Coming to San Antonio

by Gabriel Munoz

"The World's Greatest Sport"

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AZTEC INDOOR SOCCER
www.aztecindoorsoccer.com

Aztec Indoor Soccer, soon to be the premier US Indoor-sanctioned arena in San Antonio, Texas, is under construction and set to open this year. Co-Owner and manager, **Gabriel Munoz**, along with his partners at **Munoz Family Futbol, L.L.C.**, have worked close to 3 years developing their plans. There have been many hurdles, but determination and a little backbone are ultimately paying off.

"We were turned down by six banks before we finally got approval for this project," Gabe explains. "Nothing in my life has been as challenging as this whole experience. Sacrifice, a good business plan, and a lot of help from the Man upstairs got me through this long, first step. Your business plan is

always a work in progress. It is never finished. With each bank meeting that went wrong, I would go back and revise our business plan. This process actually made our goals and strategies a lot clearer."

Soccer has always been a passion in the Munoz Family. Gabe's father, who is also a partner in the business, began coaching Gabriel when he was 4 years old and continues coaching to this day. The business is truly a family affair.

"I used the support—both positive and negative—from family and friends to push me everyday. Even the negativity drove me to make this happen. Don't ever tell someone that they cannot accomplish their goals. You will be surprised!" says Gabe.

The arena will feature state of the art tempered glass and the best grass turf available. (Thank you to Aletha, Matt, Joe, and all the crew at **Medallion Athletic Products** for a great price on a great product.) The facility will be fully air-conditioned and heated. Downstairs will feature a retail store offering just about every soccer need, a fully stocked concession area, and an arcade. There will also be a mezzanine over-looking the field, so parents and players can enjoy the games from above or watch on the 8 foot by 8 foot television screen.

"For anyone who wants to pursue this, I would tell them to get educated quick. Learn all you can about the industry. Attend the national conferences, and talk with other managers and owners from across the United States, Canada, and Mexico. These are people who have been doing this for many years, and their advice is priceless. Also, be careful picking your business partners. **DO NOT** partner with someone just because they have deep pockets. I learned the hard way, and it delayed our progress by at least a year. Set up your partnership first. Get all of those small details out of the way. Don't trust a handshake!"

Besides soccer, Aztec Indoor looks forward to hosting birthday parties, lock-ins, and corporate events. The staff will focus on community feedback to implement programs most suitable for its patrons.

After this project, the Munoz family plans expansion elsewhere in the San Antonio area. For updates and news about Aztec Indoor's grand opening and inaugural season, visit www.aztecindoorsoccer.com.

www.usindoor.com



Zidane Re-Enactment