

Mission Statement:

RECSA is the advocate for owners and professionals in the real estate industry, informing and educating its members and community leadership while supporting efforts to ensure a healthy economy and enhanced quality of life in the San Antonio area.

RECSA is proud to represent the industry that:

- Employs over 120,000 people in San Antonio.
- Has an economic impact of \$22 billion.
- Is the 2nd largest economic generator, second only to the healthcare industry.
- Has a local payroll of \$4.8 billion each year
- Generates nearly \$168 million in local tax revenue



RECSA President's Message

By: *Michael Moore*
 2013 President

Here we are at Monitor time again, and there haven't been many dull moments since our last issue. As you most likely know, we were blessed with the 83rd Legislative Session, in which not much seemed to get accomplished, followed by three Special Sessions, during which some significant legislation was passed. We will have more on that later in this issue.

As mentioned in last month's Monitor, our program for June, Downtown Development, was held on June 18th at the Plaza Club, and it was a fantastic program. Angela Rinehart did a great job of coordinating the topics with our speakers, Sheryl Sculley, Pat DiGiovanni, and Randy Smith, and the post program comments were very positive for this sold out event. There were over 160 in attendance, and many thanks to our sponsors Brown & Ortiz for their support and for agreeing to sponsor this program in 2014.

The selections for the Leadership Development Class have just been completed, and once again we were able to fill all 25 spots with some great young talent. Co-chairs Brad Carson and Brenda Kelly Rowe, along with the other committee members, have been meeting to ensure that the program gets off to a fast start on September 6th, the date of the orientation.

On August 28th, the annual Economic Development Update was held at 7:30 am at the Petroleum Club. We heard some great news from the Honorable Henry Cisneros and from Mario Hernandez, President of the Economic Development Foundation, and we want to thank First American Commercial Property Group for their sponsorship.

At our breakfast on September 17th, we will once again have our State lobbyist, Mignon McGarry present our annual State Legislative Update, sponsored by Sol Schwartz and Associates. This program is for RECSA members only and will provide one hour of TREC MCE credit. Expect this program to be very interesting because of the nature of the three Special Sessions and some of the legislation that was passed.

Moving on with the highlights of the Special Sessions, the first Special Session was called to ratify and adopt the redistricting plans for the Texas House of Representatives, the Texas Senate, and the United States House of Representatives, which was accomplished. Additional legislation related to transportation funding, the regulation of abortion procedures, providers, and facilities, and mandatory life sentencing for a capital felony committed by a 17 year old were moved forward into a second Special Session.

During the second Special Session, the pending abortion and the pending mandatory life sentencing legislation were passed, leaving only transportation to be addressed in the third Special Session, which was called on July 30. Having whittled the topic of the third call to transportation, the Legislature was able to chop their remaining wood, pass the transportation funding legislation, and adjourn the Session on August 5th. Passage of the transportation legislation will result in a constitutional amendment being on the November 2014 ballot. You have to love the progress, don't you think?

Until next time, please continue to participate in all that we do. Maybe even our annual Golf Tournament on September 30th?

MARK YOUR CALENDAR

THE REAL ESTATE COUNCIL
OF SAN ANTONIO'S

22ND ANNUAL COUNCIL OPEN

TITLE SPONSOR



MONDAY, SEPTEMBER 30, 2013

HYATT REGENCY HILL COUNTRY GOLF CLUB

CO-CHAIRS

MELISSA LEWIS, PAPE-DAWSON

EDDIE SMITH, LINBECK GROUP

BENEFITING RECSA AND ITS SCHOLARSHIPS AT

UNIVERSITY OF TEXAS AT SAN ANTONIO

TEXAS A&M UNIVERSITY AT SAN ANTONIO

ALAMO COMMUNITY COLLEGES

Scramble

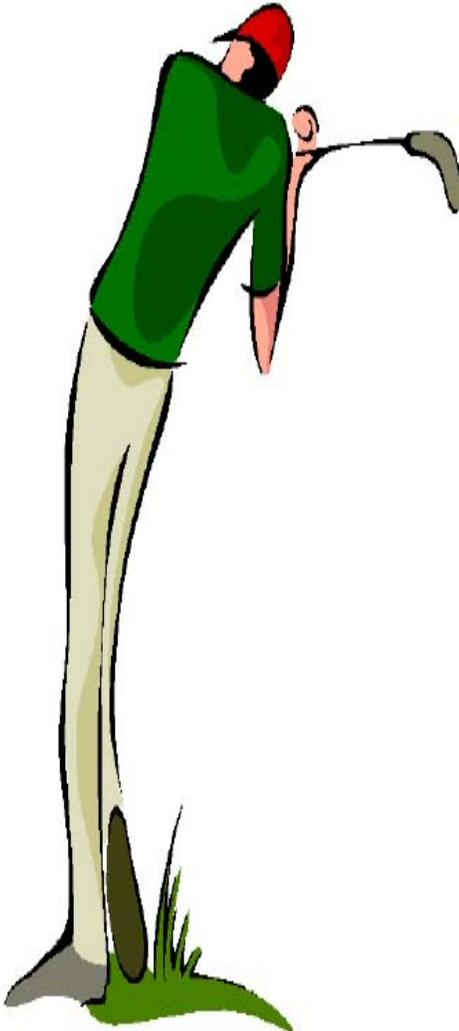
11:00 a.m. Putting Greens and Driving Range Open

11:00-12:30 p.m. Registration & Lunch

12:30 p.m. Tee-Off, Shotgun Start

6:00 p.m. Awards Dinner and Door Prize

*Call Sylvia Cantu at the Council office,
804-1155 for more information.*



Welcome
New Members

*We are pleased to
announce the follow-
ing new members:*

PATRON

CORPORATE
Earl & Associates
David Earl

**Santikos Real Estate
Services, LLC**
Trey Cooper

INDIVIDUALS

John Taylor
Paul Stern

**Thanks to all of
our renewing
members!!!**

Legends of the Real Estate Community

Featuring: Pat Duncan, USAA Real Estate Company
By: John Taylor, Communications Chair

While many in the San Antonio real estate community might look to significant developments like La Cantera as an example of Pat Duncan success, his true impact has been on a much larger national stage. Under his leadership at USAA Real Estate Company (“USAA”), Pat has overseen the growth of the company’s real estate portfolio from around \$3.5 billion 2005 to over \$13 billion today. Although these numbers alone are impressive, they only tell a small part of Pat’s story.

One of his greatest accomplishments was having the foresight to recognize that the real estate markets were starting to overheat as early as 2005 and advising USAA’s partners to sell most of their real estate assets prior to what we now know as the Great Recession. This strategic move allowed USAA Real Estate Company to weather the recession with no write downs, no permanent impairments, no debt defaults and generate positive returns for shareholders. Because USAA was one of the few real estate companies that built a strong cash position during that period; USAA has also been able to be highly selective in recent years in making strategic acquisitions of high quality assets at significant discounts.

Pat Duncan was born in Portland, Oregon, but spent most of his childhood in Tucson, Arizona. He is the youngest of four siblings who have all been successful in their own rights. Pat met his wife, Sherry, in high school; they were married soon after graduating from The University of Arizona. Pat started his work career with Deloitte, Touche and Company and eventually moved to Ecuador to open an office to support Fortune 500 companies that had South American interests. Soon after moving back to the United States with Deloitte, Pat was recruited into the real estate industry by Don Williams of the Trammell Crow Company. Pat joined Trammell Crow to work on special projects but was quickly promoted to Controller and financial partner. In 1986, he joined USAA Real Estate Company and moved to San Antonio, which he says, “turned out to be the best decision I ever made.” In his 27 years with USAA Real Estate Company, Pat held senior positions in accounting and operations, culminating in his successful

tenure as CEO. Pat relinquished his CEO role in May of this year and remains as a trusted advisor to, and Vice Chairman of, the Company.

Pat’s real estate industry advocacy has typically been at national level, but he has always encouraged USAA employees to be active and take leadership roles in the Real Estate Council of San Antonio (“RECSA”). He has also approved funding for USAA to be strong sponsor of various RECSA events and programs

Pat is a Certified Public Accountant, CCIM, and holds a Texas Real Estate Broker’s License. He is a member of the Urban Land Institute, International Council of Shopping Centers, Industrial Asset Managers Council, and the National Association of Real Estate Investment Managers. He is a past member of the Board of Directors of the Association of Foreign Investors in U.S. Real Estate, as well as the Real Estate Roundtable of Washington D.C. Pat’s past external corporate directorships have included two New York Stock Exchange companies. Pat’s community involvement includes serving on the Board of the Texas Research and Technology Foundation and the University Health System Foundation. Pat also served on the Founders Council for the University of Texas at San Antonio, College of Business, Real Estate Finance and Development Program; the Board of Directors for the North San Antonio Chamber of Commerce (including being a past chairman of the Chamber); and the Board for the Daughters of Charity Services of San Antonio.

When not advising people on their real estate investments, Pat focuses on his time on his primary priority, his family. He and Sherry love spending time with their three children and four grandchildren...especially at their second home “Camp Duncan” in Park City, Utah. He also enjoys traveling, golf, hiking, reading and good wines. When asked about his favorite saying that best represent his success he replied, “Live by the Golden Rule” and “try to always have a positive, can-do attitude.”

Young Guns of the Real Estate Community

Featuring: George Peck, CEC

By: Jeff Walsh, Communications Committee

Those who know George Peck have a strong appreciation for the perspectives he has gained during his 22-year career, his focus on client service, his positive outlook, and his service to the community.

George came to San Antonio from upstate New York, where he grew up near the Massachusetts-Connecticut border. Engineering is in his blood – his father was the county engineer; his uncle, who is also an engineer, owns a small engineering firm in upstate New York; and his mother was a CADD technician and managed the IT responsibilities at his uncle's firm before she retired. George graduated from Clarkson University in Potsdam, New York in 1991 and, leaving ice hockey and snow skiing behind, moved to San Antonio in 1991 to join Fisher Engineering as a member of a survey crew and later Party Chief.

In 1992, George joined Ford Engineering (which he describes as “pretty awesome”) and worked closely with Paul Denham, who is the first of two mentors he has had in his career. At Ford, George further developed his strong work ethic and client relationship skills. George says that, “Anyone can design. You make your mark in how you care for your clients.”

George continued to gain perspective as an engineer and businessman when he joined WF Castella in 1996, the same year he obtained his P.E. registration. He describes the second mentor of his career, Steve Hanan, as “fantastic, the hardest boss I've ever had, and someone who taught me a lot about engineering and life.” George remembers WF Castella as a “great firm with great chemistry, a place where you wanted to work.” George says, “While at Castella, both Paul and Steve helped me learn valuable engineering skills and taught me how to provide clients with the service they deserve.”

WF Castella was acquired by TCB/AECOM in 2000; in 2005, George had the privilege of joining Brad Galo's firm, where he gained further insight into the role of an engineer from the client's point of view. George liked being “on the front end of projects” and learning to “think like a developer”. Working with Brad helped George gain a greater view of the business of engineering and enabled him to realize that “what a developer wants and what an engineer does are not always the same”.

Having served with local San Antonio firms and as an in-house engineer, George transitioned in 2008 to CEC Civil Engineering Consultants, a larger engineering firm with a broad presence across South and East Texas. At CEC, George serves as the Manager of the Development Division. He still finds time to be hands-on with projects, but also uses his role to lead the growth of the division and mentor younger engineers. He continues to emphasize the importance of client relationships by promoting frequent communication and collaboration within his project teams and with the firm's clients. “If a client calls or e-mails us, he gets a response that day.”

George enjoys the real estate industry so much that he has found time to be actively involved in RECSA, having served as past chair of the Development Process Task Force and as Vice President of Government Affairs. He is presently a member of the San Antonio Planning Commission, which has continued to help him “see things in a different light. On the Commission, you get to understand the views of the people who are directly involved with projects and learn aspects of a proposed development that you might not have thought about.” He is also grateful for being able to learn about the vital, and often unseen, work of the City staff as part of the development process.

George considers the Real Estate Council to be the “best organization ever!” He says that active members of the Council are “miles ahead of those who are not involved...you get out of it what you put in.”

George adds that he has designed well over 100 single family subdivisions and numerous commercial sites. Anyone “unfortunate” enough to be riding in the car with him is destined to hear, “Oh, I designed that!”

When George is not contributing his engineering talents to his clients, the City of San Antonio, or the Real Estate Council, he enjoys spending time with his 16-year old son, Brandon. George enjoys exercising, participating in Tough Mudder, movies, reading, and has also found time to begin writing a suspense novel.

George urges newer real estate professionals to “be patient” and “pay attention to those who have been there”. Engineering, like many disciplines, “takes time”. But, “don't sweat the things you cannot change. Only sweat those you can do something about.”

For more information on these meetings, call the Council office, 210-804-1155.

August 2013

SUN	MON	TUE	WED	THU	FRI	SAT
				1	2	3
4	5	6	7	8	9 9am- DPTF	10
11	12	13 7:30am- Executive Committee	14	15	16	17
18	19	20	21 9am- CPS	22	23	24
25	26	27	28 7:30am- Economic Update	29	30	31

September 2013

SUN	MON	TUE	WED	THU	FRI	SAT
1	2	3	4 9am- SAWS	5	6 8:30am- LDP Retreat	7
8	9	10 7:30am- Executive Committee	11	12 10am- Bexar County	13 9am- DPTF	14
15	16	17 7:30am- Legislative Update	18	19	20	21
22	23	24	25	26	27	28
29	30					

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Join the Real Estate Council Today!

RECSA is the advocate for owners and professionals in the real estate industry, informing and educating its members and community leadership while supporting efforts to ensure a healthy economy and enhanced quality of life in the San Antonio area.

There are three levels of membership in the Council:

- Patron
- Corporate
- Individual

At each level, members benefit from a wide range of services and opportunities for participation, including MCE credit opportunities, regular membership meetings and networking opportunities, bi-monthly newsletter and industry representation before legislative and regulatory bodies.

For more information about the Real Estate Council of San Antonio and its activities, contact the Council office at 210-804-1155.

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*Sponsorship Opportunities are available for all of the upcoming 2013 Council Monitor newsletters. If you are interested in sponsorship please contact: **Sylvia Cantu at the Council office, 210-804-1155.***

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