

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

By the time this is published, we will have completed most of the RECSA activities for the first half of the year, so let's look at how this half will wind down. On May 10th, the Leadership Development class held its annual skeet shoot at the San Antonio Gun Club, and it was a HUGE success, with over 125 participants. On June 12th, after ten months of programs and training covering a myriad of topics, the class had its graduation luncheon at the San Antonio Country Club.

Tim Swan and Ruth Jordan have been outstanding as co-chairs of the 2012-2013 program, and we thank them and our other members who participated in this process for their involvement. Based on the ongoing participation of some of the earlier class members, this program has become a wonderful source of future leaders for our industry.

On May 16th, Laurie Griffith with Texas Capital Bank and Kirk Oden with Trinity Real Estate Finance gave a Commercial Lending Update that was both interesting and entertaining, and special thanks go out to them and the event sponsor and program coordinator, Alan Goss with Stillwater National Bank.

Our next program, Downtown Development, is on June 18th at 7:30 am at the Plaza Club in the Frost Bank Building. The featured speakers will be Sheryl Sculley, Pat DiGiovanni, and Randy Smith, with Angela Rinehart serving as the coordinator of the program. The continued efforts of the City of San Antonio to encourage downtown development always create a heightened level of interest for this program.

One of the biggest challenges in writing a column every two months is trying to match the publishing dates with what has happened or what is anticipated to happen during that two-month period. For example, the 83rd Legislative Session ended on May 27th at 5:00 pm, which is more or less in the middle of the two-month reporting period. However, Governor Perry called a thirty-day Special Session for redistricting on May 27th at 6:00 pm, and it could be completed in two weeks or extend into our next publishing period. See what I mean?

The Governor may add anything to the Special Session call that he wishes, and by May 29th, he had requests from both Senate and House members to add transportation to the call, which he did. In addition to this, Governor Perry still has until June 16th to veto any bills that were sent to him. So, the difficulty in being accurate on things that might happen should be obvious, almost as obvious as what did happen.

Taking a look back, the issues at the start of the 83rd Session were;

- Budget Shortfall-The budget for the biennium is slightly over \$196 billion, and was done as a balanced budget, or as near to balanced as we usually get when accounting "adjustments" are completed.
- TxDOT-Not much good news on the transportation side, as this was one of the least addressed major problems for our State. About the only thing accomplished in this area was that \$400 million in funds normally diverted to the Department of Public Safety will remain available to TxDOT. None of the major proposals to increase gas taxes or registration fees to fund TxDOT were adopted, but more discussion is possible during the special session.

Continued on page 2.

Upcoming Programs

August 28

Economic Development Update

Speakers: Henry Cisneros & Mario Hernandez, EDF
7:30am, Petroleum Club

September 17

State Legislative Update

Speaker: Mignon McGarry
7:30am, Petroleum Club

November 19

Healthcare and Real Estate

Speaker: Michael Zucker, Baptist Healthcare System
7:30am, Petroleum Club

December 4

Annual Government Affairs Update

7:30am, Petroleum Club

RECSA President's Message Continued

- School Funding-Roughly \$4 billion in funding taken away in the last Session was restored as a result of the need for a 2/3 vote of the House to approve the funding mechanism for the Texas Water Plan.
- Texas Water Plan-HB 4 created the fund outside of the State Treasury to implement the State Water Plan. SJR 1, which required a 2/3 vote of the House to put a constitutional amendment on the November ballot to fund the Plan, was approved after school funding issues were resolved.
- HB 1377-This was a property rights bill

filed to reduce the mitigation requirements of tree preservation ordinances on property owners. After modification of the original bill, it was voted out of committee, but never made it to the House for debate.

HB 1832-This was a bill filed to eliminate encroachment around military airports, and would have increased the area around them subject to zoning from 32 square miles to 115 square miles. The bill, another property rights issue, was heard but died in committee.

More to come on the Special Session later. Have a safe and fun summer.

ICSC National RECon 2013:

Rising Optimism

By: *Bryan Ottmers, Partner;
Rohde Ottmers Siegel Realty Services*

An increase in attendance this year to approximately 35,000 was supported by the "air" or perceived feeling of a more robust and upbeat convention. During our scheduled meetings, I personally sensed a significant willingness from retailers to initiate and sign new deals and genuine enthusiasm from brokers to create the opportunity.

A noticeable increase in scheduled deal making meetings was evident by the activity within the Leasing Mall. Joe Cosenza, Vice Chairman of Inland Real Estate Acquisitions stated, "over 700 meetings were scheduled "within the Inland Group alone."

CRE market indicators reflect positive smart growth including renewed interest within the capital markets and investors demanding to see deals. Recovering capital markets are expressing sincere interest to loan and invest in quality projects, including B-Class assets in secondary markets.

Property values are stabilizing and simple market indicators reflect it. Leasing "demand" shows signs of crossing the equilibrium point of current "supply" line, creating new opportunities for landlords, developers and brokers.

George Olson, leasing specialist for Rohde, Ottmers group, observed and commented "quality inventory is drying up." Additional industry indicators observed by the Simon Property Group reflect increases in national retail sales and sales per square foot, which inevitably creates the product of increasing rents.

In summary, the CRE industry remains a "risk-reward" business but evidenced by increased attendance at ICSC, positive market indicators and a willingness to set aside uncertainty, the 2013 ICSC National Convention may very well be indicating the infancy of the next positive CRE cycle.....

Legends of the Real Estate Community

Featuring: J. Cary Barton, Barton East & Caldwell, LLP

By: John Taylor, Communications Chair

Although you could credit some of J. Cary Barton's success to a strong educational background and desire to serve his clients, he will also tell you that a big part of his success has come from continuing to "get back up" each time he faced challenges in his life. That's probably why one of his favorite quotes is "Scar tissue is worth 40 IQ points."

James Cary Barton was born in Raymondville, in the Rio Grande Valley. He later lived in several small towns and villages in Texas and Oklahoma where his father managed cotton gins and grain elevators for cooperative associations and private companies. He received his undergraduate degree from Baylor University and later graduated from Harvard Law School.

After practicing law in the government sector for several years, Mr. Barton moved to Corpus Christi to work as a tax lawyer for a local law firm. Cary had an influential mentor there, the late M. Harvey Weil. When Cary asked Mr. Weil how to be a successful lawyer, Mr. Weil said, "Do the best job you can and charge a fair price on every assignment you get and you will always have work." Cary has tried to follow that advice, but he also somewhat jokingly says that another important key to having a successful law practice is getting a really good client.

Cary later worked for two law firms in Austin, Texas, where he met Walter Embrey and became a full-time commercial real estate lawyer. Cary eventually faced the consequences of the late 1980's real estate depression while recovering from difficult personal and financial experiences. It was during this time that Mr. Barton received the opportunity to move to San Antonio in order to be closer to Walter Embrey and rebuild his law practice. Mr. Embrey has remained Mr. Barton's leading client and a steadfast friend for more than 35 years.

"Cary has been an important part of our success for more than 30 years. He has successfully represented us in over 30M sq ft of commercial projects as our attorney over that period and helped us accomplish that with very few legal issues," Walter said.

Cary and Ray Schneider founded their law firm in 1993 and it has evolved with other partners since then into a firm of 11 lawyers, 7 of whom practice commercial real estate law.

Mr. Barton was one of the early members of the Real Estate Council of San Antonio (RECSA) and has participated in a number of RECSA legal seminars and events. He believes RECSA is a critical organization for the real estate community, helping to balance strong support for the private enterprise system with recognition of the need for thoughtful governmental regulations and incentives.

When asked about his most significant professional achievements, Mr. Barton mentioned: his long-term relationship with Walter Embrey, mentoring and working with Kacy Cigarroa for eight years, and receiving the fourth annual lifetime achievement award from the Real Estate, Probate and Trust Law Section of the State Bar of Texas for contributions by a distinguished Texas real estate lawyer.

Mr. Barton has been married and divorced twice. These marriages have blessed him with three sons, four grandsons, two granddaughters, three former stepdaughters and amicable relationships with his former wives. When he is not working, Mr. Barton enjoys reading, bay fishing and relaxing in Port Aransas with his grandchildren, going to movies and concerts, and dining at his favorite restaurants.



Young Guns of the Real Estate Community

Featuring: Kacy Cigarroa, Barton East & Caldwell LLP

By: John Taylor, Communications Chair

For those who might have lost some faith in the younger generation, you don't have to look any further than our featured Young Gun, Kacy Cigarroa, for inspiration. She is described by peers and clients as having a strong work ethic, passion for learning, dedication to serving client's interests and a drive to be the best at anything she undertakes. When asked what quotes describe her life and success she said, "One day at a time," "Suit up and show up," as well as "I can do all things through Christ who strengthens me (Philippians 4:13(NKJV))."

Kacy was born in Galveston, Texas but grew up in Laredo, Texas, the oldest of four children. Coming from a long family line of Laredo physicians (including her parents), she seemed destined to follow in their footsteps. This perspective was altered one day when she fainted during a birth while interning with a local OB/GYN. She saw this as a sign that God might have a different path for her life. She went on to graduate from Southwestern University in Georgetown with a degree in Biology.

She moved to San Antonio in 2005 to help her mother raise her younger sister and brother after her parents' divorce. She worked at Laredo National Bank during that time period until her insatiable hunger for helping people and the community

inspired her to apply to St. Mary's Law School. During that time, she met a significant and influential attorney who would become her mentor, Cary Barton. While serving as his law clerk, Cary introduced Kacy to real estate law. Following graduation from St. Mary's Law School and after passing the Bar, she went to work with Cary at Barton, East & Caldwell where she still practices law.

Kacy recently graduated from the 2011-2012 Leadership Development Program, regularly attends RECSA programs and looks forward to getting more involved in The Real Estate Council of San Antonio. She was recently recognized by The [San Antonio Business Journal](#) as one of the "Wonder Women" of commercial real estate and also the [Scene in SA](#) has listed her as both a "Rising Star" and one of San Antonio's Best Attorneys.

Kacy's biggest inspiration in her life is her Mom. Kacy was recently blessed to meet and marry her husband, Josh Wintersteen, whom she describes as the best gift God ever gave her. When not working, she enjoys spending time with Josh, running, going to the shooting range, hunting, dancing and reading. She is also a 3rd degree black belt in Goshin Jutsu.

MARK YOUR CALENDAR **22ND ANNUAL COUNCIL OPEN**



Monday, September 30, 2013

HYATT REGENCY HILL COUNTRY GOLF CLUB

CO-CHAIRS

MELISSA LEWIS, PAPE-DAWSON

EDDIE SMITH, LINBECK GROUP

**REGISTRATION
INFORMATION COMING SOON!!**

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

2012-2013 Leadership Development Class Graduates

By: Ruth Jordan, The Jordan Group, LDP Co-Chair

The Real Estate Council of San Antonio's Leadership Development Class of 2012-2013 has concluded as the group of 25 dedicated individuals wrapped up an incredible year of education, training and networking. The year's program was co-chaired by Tim Swan of Metropolitan Contracting and Ruth Jordan of The Jordan Group.

Over the past 9 months, the class has had the opportunity to be a part of numerous tours including CPS, SAWS & SARA, were able to actively participate in a media training session, attended a fire side chat with a panel of the some of the real estate greats, completed a team project which they presented to an appointed panel and gained insight on some up and coming projects on the San Antonio horizon. On top of all that, the group organized and hosted this year's Annual Skeet Shoot raising scholarship monies for UTSA Real Estate Finance and Development.

This year the event rose to a new level. In addition to cold drinks and great BBQ, the class hosted a silent auction as well as added live music by Texas Country singer, Luke Olsen. The great efforts put forth by this Leadership Class produced the best event to date with over 40 teams participating in the shoot and more than \$12,000.00 raised for the endowment fund.

Graduation was held on June 12th at the San Antonio Country Club. The graduating class of 2012-2013 is as follows:

Brandon Kneupper, *Texas Capital Bank*; Charlie Weil, *Transwestern*; Christopher Crim, *Bury+Partners*; Claire Swift, *Central Texas Realty & Development*; Clint Ullman, *SpawGlass General Contractors*; Cody Fuller, *Joeris General Contractors, Ltd.*; Darian Padua, *Newmark Grubb Knight Frank*; David Rittenhouse, *Bitterblue, Inc.*; Derrich Rodriguez, *Comerica Bank*; Eric Lundblad, *Endura Advisory Group; Corporation*; Jonathan McKelvain, *Sundt Construction*; Karl Baker, *Golden Steves Cohen & Gordon, LLP*; Leslie Ostrander, *Pape-Dawson Engineers, Inc.*; Luis Rodriguez, *TDIndustries*; Matt Hixon, *Metropolitan Contracting Company, LLC*; Michael Brouillard, *Galaxy Builders*; Michael Kent, *Embrey Partners*; Mike Moilanen, *CF Jordan*; Preston Parker, *Raba Kistner Consultants, Inc.*; Randy Deupree, *The Whiting-Turner Contracting Company*; Robert Jordan, *Chicago Title*; Samantha Dyal, *Fulbright & Jaworski, LLP*; Stephen Donley, *Independence Title Company*; Teddy Childers, *USAA Real Estate Company*.

A special thank you to this year's class participants as well as their sponsors for continuing to support the Real Estate Council of San Antonio Leadership Development Program, and enriching the community by developing tomorrow's industry leaders.



The Leadership Development Program
One Day Retreat

The Leadership Development Program
Skeet Shoot / Class Project



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

July 2013

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

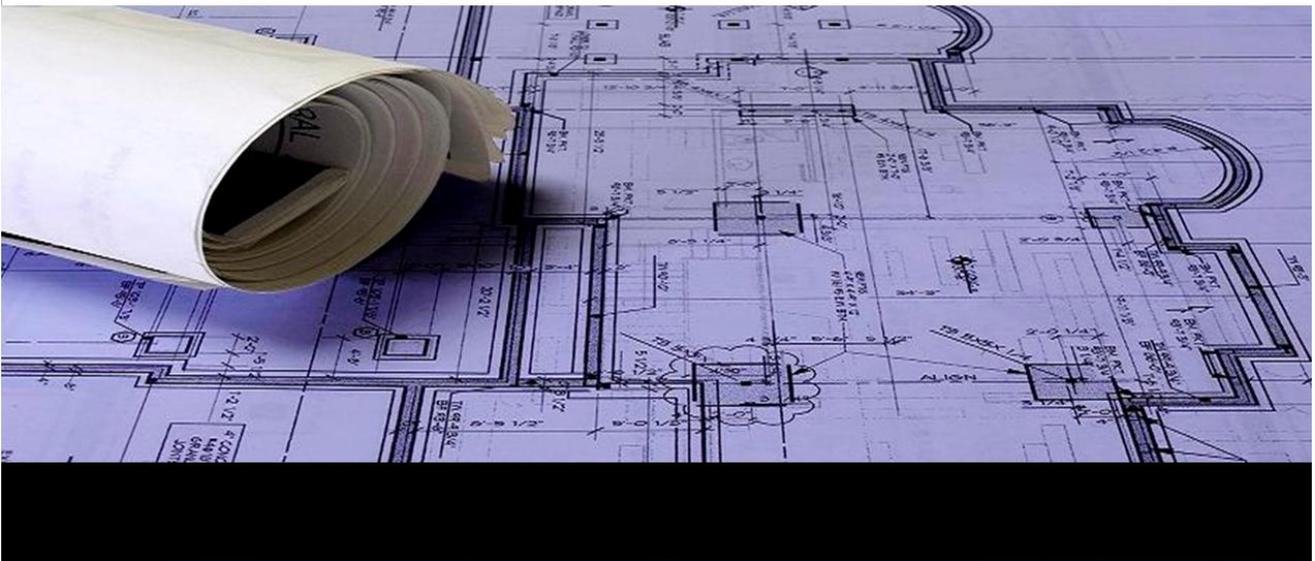
August 2013

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

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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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