

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 \$23.6 billion.
- Is the 3rd largest economic generator, in the SMSA.
- Has a local payroll of \$5.2 billion each year
- Generates nearly \$183 million in local tax revenue



RECSA President's Message

By: *Rob Sult*
 2014 President

It is with great enthusiasm as well as humility that I step into the shoes as your 2014 President of this wonderful organization. I have enjoyed a long affiliation with The Real Estate Council of San Antonio and its incredible members and many volunteers across numerous committee assignments. I appreciate the trust placed in me by the Nominating Committee and by my firm, USAA Real Estate Company, for supporting me in this commitment. I truly believe that The Real Estate Council of San Antonio is the most effective organization in our community at representing the collective interests of our commercial developer and investor members, safeguarding property rights and being a resource of expertise to our elected officials about the regulatory impact on our member's projects.

First off, I would like to recognize the extraordinary work of the immediate Past President, Michael Moore. Michael is gifted in so many ways and his oversight and guidance of the numerous RECSA committees and their success is measurable. Our monthly membership programs (Committee Chair – Jim Akin of First American Commercial Property Group) showed continued attendance records – exemplary of both the topic matter and the success of the Membership Committee (Committee Chair - Laurie Griffith of Texas Capital Bank) to introduce new members

to our organization. As 2013 was an in-session year for the Texas State Legislature, Michael invested considerable time in Austin speaking with elected officials and, in several instances, testifying before committees on specific topics that impact our industry. Michael's long time commitment with not only RECSA but also the Texas Association of Builders has included hundreds of hours lobbying for both organizations and his knowledge of and personal relationship with numerous State elected officials was a huge benefit to our organization. I want to thank Michael for his selfless commitment of time and effort on behalf of the organization and for his willingness to continue to serve on the Executive Committee, with an emphasis of tracking brewing issues that might make their way to the 2015 Legislative Session.

I call to your attention, at the back of the newsletter, the roster of members of the 2014 Executive Committee. I have elected to expand the size of this group for a couple of reasons. Each of the participants has been chosen purposefully because they bring a unique and diversified element of experience to the Committee and many are affiliated with some of our longest standing organization's Patron members. In addition, as RECSA continues to

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Welcome
New Members

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

PATRON

CORPORATE
Minerva Group
Mona Lowe

R.C. Page Construction
Clay Page

Randolph Brooks FCU
Ryan Panariso

Yantis Company
Todd Compton

INDIVIDUALS

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

RECSA President's Message / Con't

*By: Rob Sult
2014 President*

gain undeniable credibility and stature at City Hall, there are invariably more committee meetings and task forces we are asked to field qualified candidates for and numerous issues to address. The larger Executive Committee gives us ready access to more experts and affords these members continuity of subject matter. Rest assured, this does not mean we don't need able-bodied, enthusiastic volunteers for the numerous committees that help run our organization. Please watch for the committee preference surveys as they are circulated or call the RECSA office to express your desire to participate!

I want to remind everyone that 2014 is an election year in the Texas Legislature, including the election of a new Governor as Governor Rick Perry has announced he is not seeking reelection. But unlike many previous years, many of the other key leadership positions (i.e. Lieutenant Governor, Attorney General, Comptroller, Land Commissioner, etc.) will have large fields of candidates vying for selection in the Primary. March 4, 2014 is the date for the Primary elections. Please - get out and vote and encourage your employees to do so as well! You can make a difference with your vote!

RECSA, as an organization, does not have a Political Action Committee and does not endorse candidates. But our members are highly encouraged to become knowledgeable about the issues and the candidates and their position on the same.

Finally, none of us leading a committee or, for me, the organization could succeed in their "volunteer" position without the incredible support of our Executive Director, Martha Mangum, and Sylvia Cantu, our Member Services Director – the team at The Real Estate Council office. And please join me in welcoming our new Administrative Assistant, Magda Coronel. Should you have a question about our programs, an issue, or a problem you are having with a project at City Hall, please call Martha and let her staff know. While the organization's policy is not to take "positions" or endorse individual cases before the Council or Planning and Zoning, your problem could be happening to other developers as well. Let us know so we can bring the issue up at the appropriate meeting with the appropriate decision makers at City Hall, SAWS or CPS.

Congratulations to Phil Crane



***2014 Philip M. Barshop
Founder's Award Recipient***

Mark Your Calendar!!!

**Main Event XXII -
Fight Night**

Thursday, March 20, 2014

Henry B. Gonzalez Convention Center

****Ballroom A****

Purchase Your Table Now!!!

\$3000 Ringside

\$2800 Sportsman

Table Selection is in the order payment is received.

Event Chairman:

Aaron Parenica, Bury

Auction Chairman:

Derrich Rodriguez, Amegy Bank

For table information call RECSA offices, 804-1155

**A Presentation of
The Real Estate Council of San Antonio
and Title Sponsor**

BURY

Legends of the Real Estate Community

Featuring: Sam Barshop

By: Jim Akin, Communications Chair

San Antonio lost a true legend this past December. Sam Barshop was known as a pioneer in the hotel industry, an innovative businessman, enthusiastic philanthropist and dedicated family man.

Pat Oles, President of Barshop & Oles Company, commented how fortunate he was to have Sam as his partner for 30 years. "Sam was a magnificent mentor and friend. His passion, energy and humor were contagious. Above all, Sam had integrity—he was a man of his word."

Many people in the business community knew of Sam as founder, retired Chairman of the Board, President and CEO of La Quinta Motor Inns. However, the hotel business was only one of his many endeavors. For instance, Sam and his brother Philip got their start working in their father's produce company, which is still in operation today. Sam was a proud graduate of the University of Texas at Austin and later served on the Board of Regents (including 2 years as Vice Chairman). He served on numerous boards of directors including Southwest Airlines, RepublicBank and University of Incarnate Word (as a trustee). Sam was former chairman of the Austin-San Antonio Corridor Council and the San Antonio Free Trade Alliance. He and his family were instrumental in establishing the Barshop Jewish Community Center of San Antonio located on N.W. Military Hwy.

Sam also supported many worthwhile causes in education and medicine. In addition to lifelong service to UT Austin and the University of Texas System, Sam served on the Advisory Board of Texas State University's College of Business, including holding the Chair in Entrepreneurship Studies in the McCoy College of Business. Wade McGinnis, Vice President of Barshop & Oles Company, stated "Sam's proudest achievement

may have been his and Ann's establishment of the 'Sam and Ann Barshop Institute for Longevity and Aging Studies' located at the Texas Research Park. Sam and Ann provided the vision, energy and support to help form this research institute."

In 1995, after leaving the hotel business, Sam orchestrated the formation of Barshop & Oles Company. The firm was created through the merger of the family's real estate company, Barshop Enterprises, and C.P. Oles Company in Austin. This full-service commercial real estate firm has developed over 5 million square feet of commercial product including shopping centers, industrial and office properties and limited service hotels, plus several highly acclaimed master-planned, mixed-use land projects.

While the Barshop name has been associated with many successful real estate projects throughout central and south Texas, Sam was involved in many successful land developments in San Antonio such as Northwoods, the landmark 145-acre mixed use development at U.S. Hwy. 281 and Loop 1604, Alamo Downs Business Park and Corridor 35 in Schertz, plus many successful retail centers including Northwoods, Potranco Village, Village at Blanco, Sunset Ridge and WestPointe Village. This list of properties is in addition to many other successful retail centers in Austin and Houston, many of which are anchored by H-E-B.

The list of Sam's civic and philanthropic pursuits is long including service on boards such as the San Antonio Medical Foundation. His list of honors and awards is equally as long and includes induction into the San Antonio Business Hall of Fame, Texas Philanthropy Hall of Fame and the University of Texas Ex-Student's Association Distinguished Alumni Award.

Sam Barshop was friend to many and he will be missed, but he left countless legacies that will not be forgotten.



RECSA Economic Development Committee Update *By: Dean Bundrick* *2014 Economic Development Chair*

RECSA's Economic Development Committee has already been extremely busy this year! Our committee members act as liaisons to the economic development departments of other entities. Committee members and their assignments are: Trey Jacobson – San Antonio EDF; Scott Farrimond – City of San Antonio; John Gilbert – Bexar County; Ron Smith – State EDF; Jack Rogers – EDF entities in New Braunfels, Seguin, Schertz, Converse and Cibolo; Brad Carson – At Large; and Brenda Kelly – At Large and past committee chair.

One of our 2014 goals is to report on these different areas as we learn information that we think is relevant to the membership. We will reach out to you through the RECSA Council Monitor or by an email. For this edition, we have the following reports:

Please feel free to contact me, Martha Mangum or any of our committee members with any questions you may have. We can also provide you with contact information for any of the organizations we are communicating with through the committee.

Trey Jacobson - San Antonio EDF:

The San Antonio Strategic Plan Coordination Council was formed and reviewed the recommendations and prioritized 64 strategies based on the highest benefit to the community's economic development efforts. The San Antonio Economic Development Foundation Executive Committee approved the plan in November and agreed on an implementation process to be presented to the Mayor and County Judge.

To support the FY2014 Action Plan, the Coordinating Council will be responsible for making assignments to lead organizations for each strategy, developing a Memorandum of Understanding to be entered into by the designated lead organization and the Strategic Plan Coordinating Council. The Coordinating Council will report to the community (City and County government) about the progress that has been made in implementing the plan once a year.

Ron Smith - State of Texas EDF:

Alejandra Bueno left her position as South Texas Regional Representative for the State Domestic Expansion & Recruitment Economic Development & Tourism group. She has been replaced by Lindsay Dennis, who met with our committee on February 11th.

The Texas Enterprise Fund has been in the news a lot lately. As Governor Perry steps down, there have been more critics of the fund and some calling it corporate welfare. It was initially funded with \$285 million from the state's rainy day fund and has awarded some \$508 million to businesses looking to move or expand in Texas.

Two of the front runners to replace Perry, Greg Abbott and Wendy Davis have shifted their position from one of support to a lukewarm "wait & see" on the TEF's future.

Jack Rogers – Outlying EDFs:

The subcommittee for economic development foundations for areas outside of San Antonio was created in December 2013. The areas initially assigned to me were: New Braunfels, Seguin, Schertz, and Cibolo. In January 2014, The Converse EDF was added to my subcommittee.

I have visited New Braunfels, Seguin, and Schertz and held the first introductory meetings with the directors of those development foundations. The first week of February, I met with the Cibolo and Converse foundations. One of our goals is to link the five respective foundation websites to the RECSA website. A second round of meetings with each of the foundations is planned for the second quarter 2014, for the purpose of developing further cooperation and information exchange between the respective foundations and RECSA.

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

March 2014

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

April 2014

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

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Underperforming properties,
Failing rents and complicated reporting



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Tenant lease compliance
Accounting services for property managers

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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.

RECSA Executive Committee

PRESIDENT:

Rob Sult
USAA Real Estate Company

PRESIDENT ELECT:

Coy Armstrong
Bury

SECRETARY/TREASURER:

Brian Biggs
Wells Fargo

VICE PRESIDENT/GOVERNMENT

AFFAIRS:

Cynthia Stevens
Koontz McCombs

GOVERNMENT AFFAIRS:

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Jami Carr
Bitterblue, Inc.

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2013-2014 LEADERSHIP DEVELOPMENT:

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2014-2015 LEADERSHIP DEVELOPMENT:

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Kim Ghez
Presidio Title

PROGRAM:

Laurie Griffith
Texas Capital Bank

EDUCATION:

Doug Becker
Chicago Title

MEMBERSHIP:

John Taylor
HFF

ECONOMIC DEVELOPMENT:

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Orion Partners, Inc.

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CDS Muery

Silvia Gangel
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George Peck
Civil Engineering Consultants

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Council Monitor Sponsorship Opportunities Available

Sponsorship Opportunities are available for all of the upcoming 2015 Council Monitor newsletters. If you are interested in sponsorship please contact: **Sylvia Cantu at the Council office, 210-804-1155.**

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