

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

"When you can't make them see the light, make them feel the heat." - President Ronald Reagan

We're at the beginning of summer - graduations are upon us; vacation plans are taking shape and weekends outside are more sought after following the winter. But the work of your Real Estate Council takes no vacation! The Executive Committee has been busier in the past five weeks than I thought we would be in any non-legislative year.

As you know doubt have been following with our Member Alerts, the issue of the adoption of the new SAWS Impact Fee rate structure has been front and center for many from our Executive Committee, staff and many employees of member firms. We worked hard and numerous hours to spread the message to SAWS Board members and each and every City Council person that the maximum legally permissible rate increase recommended by SAWS Staff would extinguish many proposed development projects if the adoption of the same was both for the full amount and was immediate.

In the end, by a vote of 8 to 2, the City Council adopted a compromise to accept the Capital Improvement Advisory Committee's lower rate recommendation for one year at which time the SAWS Staff's higher recommended rate becomes effective.

I extend my thanks to many people who worked so hard on this matter for RECSA, including those RECSA members who additionally served on the CIAC and toiled over 13 months of meet-

ings and data to develop the SAWS Impact Fee recommendations. We had a seat at the table!

Over its 23 year history, RECSA is an organization and voice that our city leadership seeks out for participation and input. As further evidence, just as we were wrapping up the Impact Fee issue, our Executive Director Martha Mangum received a call from Lori Houston, Director of the Office of Downtown Development, and invited RECSA leadership to a presentation on the new Vacant Building Ordinance.

As most everyone has now heard, this is proclaimed the "Decade of Downtown" by Mayor Julian Castro. There are numerous structures in the Central Business District and Historical Districts near Downtown that are in extreme disrepair. They are both an unsightly appearance as well as a potential health hazard to surrounding occupants and property owners. And a number of these commercial properties have the potential for significant value enhancement and aesthetic upgrade if the current property owner elected to pursue the same.

With these factors in mind, the new Vacant Building Ordinance (to be pilot tested Downtown but intended to be implemented citywide) strives to create a policy to rectify these offenses. RECSA, our legal team and participating volunteers are scrutinizing the language carefully to be certain that the ordinance doesn't impart to the private sector unforeseen "land mines" in the implementation of this new oversight. Again, RECSA has a seat at the table!

Con't Page 2

RECSA President's Message / Con't

By: *Rob Sult*
2014 President

Let me touch on membership and future leaders for some closing thoughts. We've wrapped up the 2013-2014 Leadership Development Program - RECSA's version of the Chamber's Leadership Class - offering to our membership's up-and-coming talent the opportunity to learn more about the industry and how the City of San Antonio works. This year's extremely impressive group of young leaders was lead by RECSA Past President Brenda Kelly Rowe (GoettingRowe Engineering) and past Leadership graduate Brad Carson (Kruger Carson PLLC). This class was just awesome! They showed such initiative in their projects and set fundraising records in the annual Leadership Class Skeet shoot at the San Antonio Gun Club. I hope each and every one of these graduates will continue to participate in one of more RECSA committees and remain invested in the inner workings of your association. They prove that the quality of talent here in our San Antonio real estate industry is exceptional and that the future of development is very exciting for our community.

On membership - John Taylor (HFF) is leading a strong and ambitious group of volunteers renewing and growing our membership ranks. Obviously, we're a membership-based association. Every firm in San Antonio that is involved in the residential or commercial real estate industry benefits from the work of RECSA - but only its members "foot the bill". I'd like to ask for your help. Please be mindful of business associates you do work with and, if they are not a member, let's get them on board! Corporate memberships start at only \$750 per year. Sole practitioners can join for only \$350! The value to cost ratio is quite impressive. We need the help of all members to support the Membership Committee's work.

I hope you and your loved ones have a safe and joy-filled summer season and enjoy time together with family. RECSA will be here on point!

Report from the Education Committee

By *Doug Becker*

The RECSA Education Committee remains committed to providing opportunities to our members to receive valuable education in the real estate field, coupled with broker/agent/lawyer MCE and MCLE hours.

I taught our first program of the year, the 3-hour Texas Real Estate Commission's Mandatory MCE-Legal Course (which course brokers and agents must take every two years), on April 17 at the Petroleum Club. The course was attended by a record number of brokers, agents and, for the first time this year, attorneys, primarily due the hard work of **Jeff Walsh** of the Barton, East and Caldwell Law Firm, who achieved a minor miracle by securing approval from the State Bar of Texas to grant 3-hours of lawyer MCLE credit for those attorneys attending the course.

RECSA has traditionally presented the mandatory 3-hour MCE Legal and MCE Ethics courses in the Spring on alternating years. Because those two courses may only be taught by certified instructors who have been specially licensed by TREC, we are actively soliciting any members who might have an interest in becoming certified to teach either or both courses. I have always found teaching the courses to be a great way to stay current on the law, as well as being a great way to make new friends. Call me at 210-482-3560 or email me at doug.becker@ctt.com if you are interested.

We anticipate 2-hours of MCE approval for brokers and agents who attend the year-end Governmental Affairs Program.

Feel free to call or write me with any ideas for topics that you would like to see covered in future programs.

MARK YOUR CALENDAR

THE REAL ESTATE COUNCIL
OF SAN ANTONIO'S

23RD ANNUAL COUNCIL OPEN

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MONDAY, OCTOBER 6, 2014

HYATT REGENCY HILL COUNTRY GOLF CLUB

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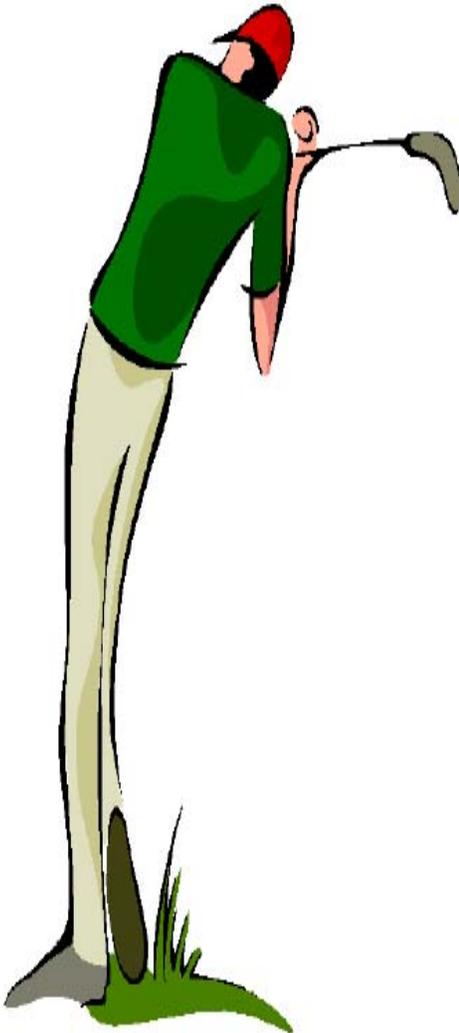
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BENEFITING RECSA AND ITS SCHOLARSHIPS AT

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.*

Legends of the Real Estate Community

Featuring: Randy Mason

By: Jeffrey Walsh, Communications Committee

Randy Mason places great value in the relationships he has formed during his 43-year real estate career and the trust that others have in him.

Born in Illinois, Randall H. Mason soon moved to Dallas and lived there through high school. He is the second of seven children (he says that “being raised in a large family was a tremendous blessing”). He graduated from the University of North Texas with a B.B.A. in Finance and moved to Corpus Christi, where he met his wife, Lyn, and had two daughters, Leslie and Jill. Randy also began his career in Corpus Christi with Sessions Mortgage Company, where he arranged financing for commercial properties as correspondent lenders for life insurance companies and was also heavily involved in originating multifamily loans under HUD Mortgage Insurance programs. He and his family moved to San Antonio in 1974 when Sessions opened a San Antonio office. In 1975, Randy and his wife welcomed their twin sons, Steven and Lyle into the world.

Randy joined Embrey Investments, Inc. in 1982 as a real estate finance officer. He recalled that his “time with Embrey Investments was extremely enjoyable and productive”. Randy also explained that the positive example set by Walter Embrey reinforced the importance of building and maintaining one’s reputation in the real estate industry. “It is a reputation that lasts your entire career.”

In 1991, Randy reentered the mortgage banking business with a focus on originating CMBS loans and arranging financing for apartments through the HUD programs. He joined D. Ansley Company in 1994 and continued to arrange financing for multifamily loans through HUD programs, as well as income producing properties through life insurance company correspondence relationships.

While at D. Ansley Company, Randy met his future business partner, David Joseph (who is featured as this month’s Young Gun). As Randy and David’s business became increasingly

focused on originating, underwriting, and closing multifamily loans under HUD programs, they formed Mason Joseph Company in 2011. Today, Randy primarily originates construction and permanent loans through HUD programs. He is immensely grateful for his partnership with David Joseph, “He is someone whom I trust, he provides a perspective from a different generation, which is invaluable, and I couldn’t imagine being in business with anyone else.”

Asked to reflect on his life’s work, Randy says simply, “It’s fun. I’ve had fun since being in business.” But, the mechanics of his work are not what makes work special or rewarding for him. For Randy, the relationships that he has built in connection with his work are truly what he regards as meaningful.

When asked to single out his most significant professional accomplishment, Randy points instead to the “the gratitude I feel when people with whom I have dealt over the years continue to allow me to arrange their financing. While opening my own company is a highlight, it would not be a success without the repeat business that we experience.”

Randy’s view is a humble one – he regards working in the real estate industry as a “privilege” and a “huge blessing”. Although he takes great pleasure out of seeing affordable apartments be constructed as a result of the services he provides, the greatest pleasure that Randy and his wife have is “spending time with our children and grandchildren.”

When asked to provide advice to newer real estate professionals, Randy recommends that you “follow the Golden Rule. Treat everyone as you like to be treated. With that, you will have a successful career and life”

Randy’s favorite quote, however, was given to him by his mentor, Rupert Hays, “Be nice to the doorman as he may be your lieutenant in the next war.”

Young Guns of the Real Estate Community

Featuring: David Joseph

By: Jeffrey Walsh, Communications Committee

David Joseph did not intend to become a mortgage banker. In fact, his aspiration was to be a head high school football coach.

David Joseph grew up in New Mexico and is the oldest of three children. At Baylor, David played football as a quarterback and receiver; as a senior he was Baylor's student athlete of the year and an honorable mention All-Big 12 utility player. David explained that, "Most significantly, I met a beautiful girl in the cafeteria who was committed to God, loving others, and was also lots of fun and we married in 2000."

After graduating from Baylor University in 1999, he came to San Antonio and worked with D.W. Rutledge at Judson High School. "Coach Rutledge taught me how to invest in people and how to bring an intensity and enthusiasm to my work. He often heard Coach Rutledge repeat over and over, 'Your goals and ambitions determine your priorities – how you spend your energy, time, and money. Your priorities will determine your decisions, and your decisions will determine your destiny.'"

David loved coaching and being a positive example to his students, but soon realized when his first daughter was born that he wanted to transition to a career that would allow him to be more present with his family.

David had met Randy Mason (this month's Real Estate Legend) in 1998, when David's housemates at Baylor were twin brothers named Steven and Lyle Mason. The reputation that David had established with Randy as loyal, caring, trustworthy, and hardworking enabled David to quickly become a finalist for an opening at D. Ansley Company in 2004. David relates that "Steve McAllister and Randy Mason took a chance on me and taught me how to be a Commercial Mortgage Banker. It was extremely valuable to me to watch and learn from both of these men as they modeled the highest of work ethic and commitment to personal character in business relationships and with their families. In many difficult situations, I witnessed them making choices that were in the best interest of others, even at their own personal expense."

While at D. Ansley Company, David worked to originate, underwrite, and close mortgages secured by a wide variety of commercial real estate properties. "During this time, Randy Mason became a personal and professional mentor to me and has been most influential in my life. Randy has taught me that no deal is worth any relationship and has shown me through his actions that people are the highest of priorities and you show them that they are important by serving them."

In 2011, David and Randy Mason formed Mason Joseph Company with a sole focus on multifamily finance while specializing in the FHA multifamily mortgage insurance programs as an approved "MAP" lender with HUD.

Today, David lives with his wife, Elizabeth, and four children, Hannon, Parker, Brady, and Maren in New Braunfels. David is active in his church and coaches his kids' soccer, baseball, and basketball teams.

David has been involved with RECSA since 2003 and was a part of the RECSA's Leadership Development Program in 2007-08. He volunteers time with RECSA because "it is an essential advocate for our industry and the people I have the privilege to know and serve through RECSA are second to none."

Asked to identify his greatest professional accomplishment to date, David points to "the friendships that I have formed with the people that allow me to serve them by arranging their financing. Opening our own company and staying in business is also a highlight!"

When asked to share wisdom that he lives by, David quotes Proverbs 18:12, which states, "The sluggard craves and gets nothing but the desires of the diligent are fully satisfied." This Scripture reminds me that everyone has goals and ambitions but only the guy who gets up and pays the price day after day after day after day achieves his ambitions.

Welcome
New Members

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

PATRON

SouthStar Communities

Thad Rutherford

GrayStreet Partners

Kevin Covey

CORPORATE

INDIVIDUALS

David Gill

Lydia Gonzales

John Prather

Rob Robbins

Membership
Upgrades

PATRON

**Unitech Consulting
Engineers, Inc.**

CORPORATE

INDIVIDUALS

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

Member Matters

By: John Taylor, Membership Chair

On behalf of the membership committee, I would like to welcome the new members and thank those who have renewed and upgraded their membership. We hope your membership is an investment that will return benefits that far exceed any investments any in the organization. Getting both you and others in your organization involved in RECSA is the best way to reap the value of your membership so sign up to be a part of a committee right away.

As we view our existing members as the best ambassadors for the value of RECSA, we would like your help in growing our membership. If you know any company that could be a high-quality contributing member, please invite them to an event or send their contact information to the RECSA staff or myself and we will be glad to follow up with them.

The RECSA staff and our webmaster are working to update and upgrade our website. This will include on-line registration capability for our programs and events. Stay tuned for an announcement when this is completed!!!

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

July 2014

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

August 2014

SUN	MON	TUE	WED	THU	FRI	SAT
					1	2
3	4	5	6	7	8 9am– DPTF 1pm-REC's of Texas	9
10	11	12 7:30am– Executive Committee	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27 7:30am-Water & Transportation Update	28	29	30
31						

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John Gilbert, CPA
jwg@ssacpa.com

Cesar Mejia, CPA
cjm@ssacpa.com

Mark Boyett, CPA
msb@ssacpa.com

(210) 384 8000
www.ssacpa.com



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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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USAA Real Estate Company

PRESIDENT ELECT:

Coy Armstrong
Bury

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Brian Biggs
Wells Fargo

VICE PRESIDENT/GOVERNMENT

AFFAIRS:

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Koontz McCombs

GOVERNMENT AFFAIRS:

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The Real Estate Council of San Antonio

8626 Tesoro Drive, Suite 803

San Antonio, TX 78217

Ph: 210-804-1155 Fax: 210-804-1166

www.recsanantonio.com

STAFF

Martha Mangum, Executive Director

martham@recsanantonio.com

Sylvia Cantu, Member Services Director

sylvia@recsanantonio.com

Magda Coronel, Administrative Assistant

magdac@recsanantonio.com